

MAR 15 1924

SPRING ANNOUNCEMENT NUMBER

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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No. 10

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(See description on page 718)

MY BOOK AND HEART

By CORRA
HARRIS



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THE OWLS' HOUSE

4th Printing!

By CROSBIE GARSTIN

We were glad to have Mr. Stanley G. Remington of Baltimore back up our own high opinion of this adventure-romance by saying: "You don't exaggerate a bit when you say this novel is as entertaining and enjoyable as 'Treasure Island' and 'Westward Ho!'". Equally gratifying are the re-orders that made *Four Printings* necessary in less than six weeks after publication. *It's selling fast! Net, \$2.00*

ANN'S AN IDIOT

6th Printing!

By PAMELA WYNNE

Ann has caught on! Re-orders come in steadily and the *Sixth Printing* is going fast. Its popularity has in its simple plot, rapid action and charming romance—backed up by an advertising campaign pushed continuously since publication early in January. *Net \$2.00*

I, THE KING

March 14

By WAYLAND WELLS WILLIAMS

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THE GREEN BAY TREE

March 29

By LOUIS BROMFIELD

Consider this first novel one of the strongest on our Spring list and will back it with publicity it deserves. It tells the story of two American sisters—one beautiful and law-abiding the other her opposite, and a good part of its setting is in a great American steel town in the middle west. *Net \$2.00*

THE MYSTERY WOMAN

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AND PERRY NEWBERRY

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A detective story with a new slant to the mystery—it keeps you guessing! Jerry Boyne is the hero, that keen Irish detective who won fame in "The Million-Dollar Suitcase." *Third printing going fast! Net \$1.75*

GREEN TIMBER

March 22

By HAROLD BINDLOSS

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Publishers FREDERICK A. STOKES COMPANY New York

SPRING ANNOUNCEMENT NUMBER

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Charles Scribner's Sons



Fifth Avenue, New York



Published
March 21

Know Your President

The Price of Freedom

By CALVIN COOLIDGE

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The views of the President upon fundamental problems confronting the nation, as clearly revealed in these selected speeches, will be eagerly sought by thousands. Each speech is packed with thought, but so clearly stated as to be impossible of misinterpretation. *With portrait.* \$2.50

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By ARNOLD WHITRIDGE

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by STRUTHERS BURT

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Clara E. Laughlin

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Valentine Williams

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(July)

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Henry Herbert Knibbs

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(Feb 23)

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William Hewlett

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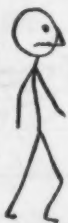
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This book contains the text of the play—"The Potters"—which has been running at the Plymouth Theatre in New York ever since last Christmas and which a second company is soon to produce in Chicago. A dramatic novelty and bully reading.

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A Book-Seller's Calendar

JANUARY: *Booth Tarkington's*
The Midlander

FEBRUARY: *Edna Ferber's*
So Big

MARCH: *Wm. MacLeod Raine's*
The Desert's Price

APRIL: *Kathleen Norris's*
The Callahans and the Murphys

MAY: *Don Marquis's*
The Old Soak's History of the World

These are but a few of the important titles from our Spring List, which is announced on the following three pages.

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IN CANADA: 25 RICHMOND ST., W., TORONTO

Doubleday, Page & Co.

[Spring List, 1924]

[Page Two]

Fiction

A Hind Let Loose by C. E. MONTAGUE. A brilliantly witty novel by the author of "Disenchantment," "Fiery Particles," etc. Price, net, \$2.00.

So Big by EDNA FERBER. A novel by one of the major novelists and leading short story writer, the author of "The Girls," etc. Price, net, \$2.00.

The Midlander by BOOTH TARKINGTON. "I think Booth Tarkington is our best novelist. 'The Midlander' is one of his best books." Irvin S. Cobb. Price, net, \$2.00. 377 de luxe copies, \$7.50.

The Callahans and the Murphys by KATHLEEN NORRIS. The most beloved of novelists writes of the most lovable Irish family ever caught in a book. Illus. by James Montgomery Flagg. Price, net, \$2.00.

Race by WILLIAM McFEE. In which William McFee returns to his earlier manner of "Casuals of the Sea." Price, net, \$2.00.

Galloping Dawns by ARTHUR TUCKERMAN. A novel of New York of the Nineties. Price, net, \$2.00.

O. Henry Memorial Award Prize Stories of 1923. With an introduction by Dr. BLANCHE COLTON WILLIAMS. Price, net, \$2.00.

Mr. Rowl by D. K. BROSTER. A royalist's romance in the French Revolution. Price, net, \$2.00.

The Sands of Oro by BEATRICE GRIMSHAW. A South Sea story. Price, net, \$2.00.

Fiction

The Desert's Price by WILLIAM MacLEOD RAINE. A feud on the Painted Desert. A fine Western novel by one of the finest Western novelists. Price, net, \$2.00.

Rustlers' Valley by CLARENCE E. MULFORD. In which the creator of Hopalong Cassidy tells of the adventures of Matt Skinner. Price, net, \$2.00.

When Geronimo Rode by FORESTINE C. HOOKER. An Arizona novel. Price, net, \$2.00.

The Red Lodge by VICTOR BRIDGES. A mystery story. Price, net, \$2.00.

Heu-Heu, or the Monster by H. RIDER HAGGARD. An Allan Quatermain story. Price, net, \$2.00.

Brood of the Witch Queen by SAX ROHMER. A horror story of Egypt. Price, net, \$2.00.

The Double House by ELIZABETH DEJEANS. A mystery tale of Hollywood. Price, net, \$2.00.

The Riddle of the Amber Ship by MARY E. & THOMAS W. HANSHEW. Another Cleek tale. Price, net, \$1.75.

Thou Shalt Not Kill by Mrs. H. BELLOC LOWNDES. Price, net, \$2.00.

Judgment of the Storm by ROY MASON. Illustrated by scenes from the movie. Price, net, \$1.50.

Doubleday, Page & Co.

[Page Three]

[Spring List, 1924]

Q Biography

Jane Welsh Carlyle: Letters to Her Family *edited by* LEONARD HUXLEY, LL.D. Newly discovered letters of one of the wittiest of the 19th Century literary group. Price, net, \$5.00.

Mr. Archer, U. S. A. *As told to* R. H. PLATT, JR. The original of Richard Harding Davis's "Capt. Macklin" tells his story. Price, net, \$2.50.

Ionicus *by* REGINALD, VISCOUNT ESHER. Biographical letters of a famous classicist and Eton tutor. Price, net, \$3.50.

Notes of My Youth *by* PIERRE LOTI. A delightful volume of hitherto unpublished material. Price, net, \$2.00.

Days Off in Dixie *by* ARCHIBALD RUTLEDGE. A book for hunters and lovers of country things. Price, net, \$3.00.

Through Thirty Years *by* WICKHAM STEED. The memoirs of the Editor of the London Times. For the momentous quarter century in modern history Steed was at the storm centers of European politics. Price, net, \$5.00.

With Congress and Cabinet *by* WILLIAM C. REDFIELD. The United States Government is the mightiest in history in respect to territory it governs, people it employs and money it raises and expends. This is the inside story of our government as told by an important former cabinet member. Price, net, \$3.00.

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THE TAIL OF THE HEMISPHERE:

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CAIRO TO KISUMU

ALASKA, OUR NORTHERN
WONDERLAND

JAVA AND THE EAST INDIES
FRANCE TO SCANDINAVIA

*Doubleday, Page & Co.
sold 4,000,000 books
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our finest, we expect to
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A glance at the titles
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proof enough that this
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possible.*

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My Eskimo Friends ("Nanook of the North") *by* ROBERT J. FLAHERTY, F.R.G.S. An account of the winter Mr. Flaherty spent on the coast of Labrador with his friend "Nanook of the North," the Eskimo whom Mr. Flaherty has now made world famous. Beautifully illustrated in photogravure and color. Price, net, \$5.00.

Doubleday, Page & Co.

[Page Four]

[Spring List, 1924]

Cook Books

Mrs. Allen on Cooking—Menus—Service by IDA C. BAILEY ALLEN. The most comprehensive and up-to-date of all cook books. Price, net, \$2.25.

Dogs

The Puppy Book by ROBERT S. LEMMON. All about the raising of all kinds of puppies. Price, net, \$1.50.

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A Garden Blue Book of Annuals and Biennials by HENRY STUART ORTLOFF. A companion volume to Holland's *Garden Blue Book*. Price, net, \$2.50.

Roses and How to Grow Them Revised by J. HORACE McFARLAND. Price, net, \$2.00.

Flower Growing Revised and Adapted from I. M. Bennett's *The Flower Garden* by LEONARD BARRON. Price, net, \$2.00.

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Small Houses by GILBERT MURTAGH. Every detail of the building of inexpensive homes. Price, net, \$3.00.

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Jesus of the Emerald by GENE STRATTON-PORTER. In an illustrated Easter gift edition. Price, net, \$2.00.

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The Man About Town by A. P. HERBERT of London "Punch." Price, net, \$2.00.

The Wisdom of Laziness by ERED C. KELLY. Price, net, \$2.00.

The Old Soak's History of the World by DON MARQUIS. One of the funniest of books since *Innocents Abroad*. Price, net, \$1.75.

Psychology

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The Dynamic Power of the Inner Mind by BRIAN BROWN. author of *The Wisdom of the Chinese*. Price, net, \$3.00.

Children's Books

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Theras and His Town by CAROLINE DALE SNEDEKER author of *The Spartan*. Illustrated. Price, net, \$1.75.

Buttercup Days by ETHEL COOK ELIOT, author of *The Wind Boy*. Illustrated. Price, net, \$1.50.

The Little House on the Desert by FORRESTINE C. HOOKER, author of *Star, The Story of an Indian Pony*. With illustration by Thelma Grosvenor. Price, net, \$1.75.

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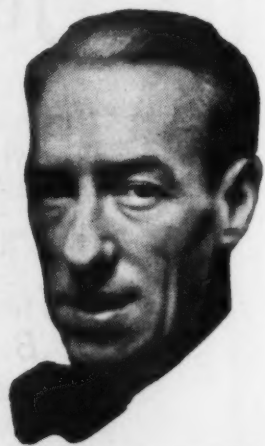
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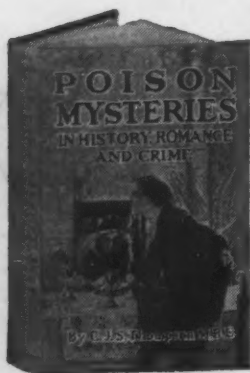
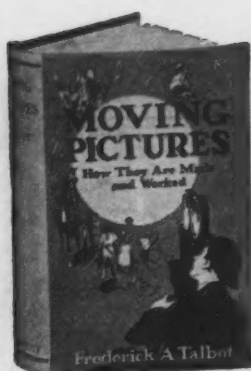
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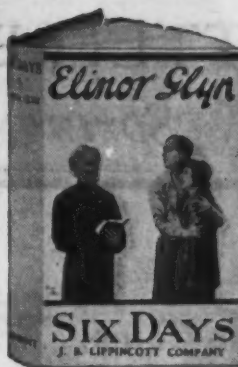
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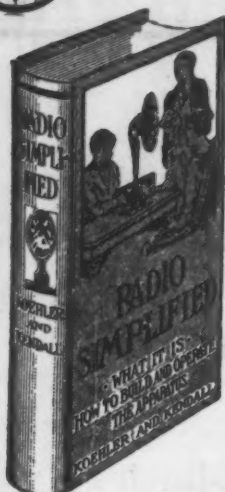
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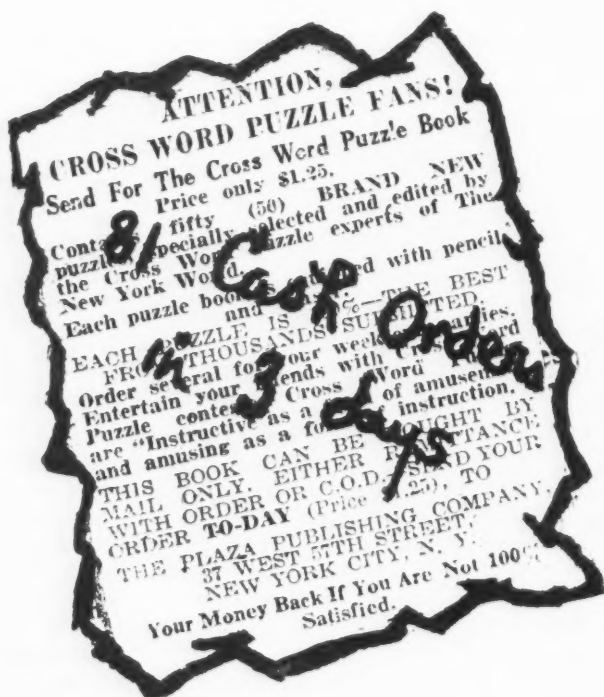
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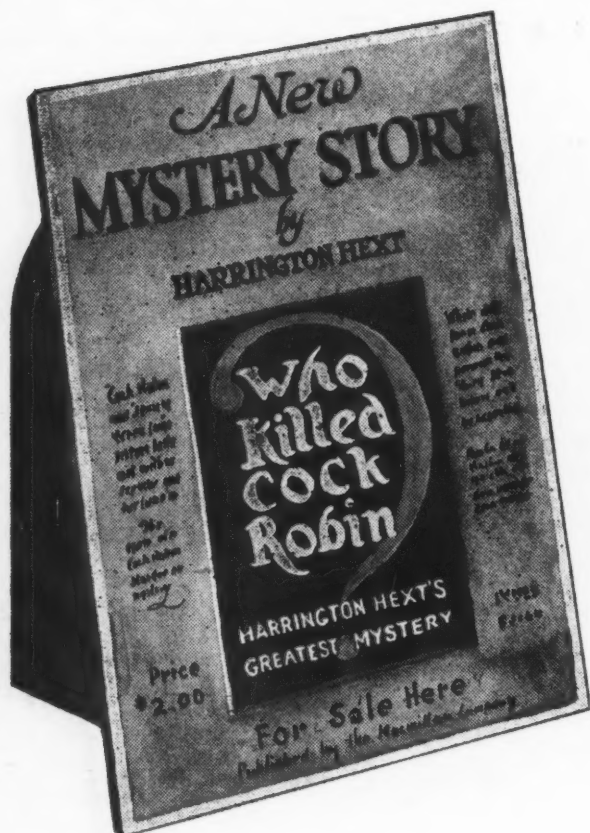
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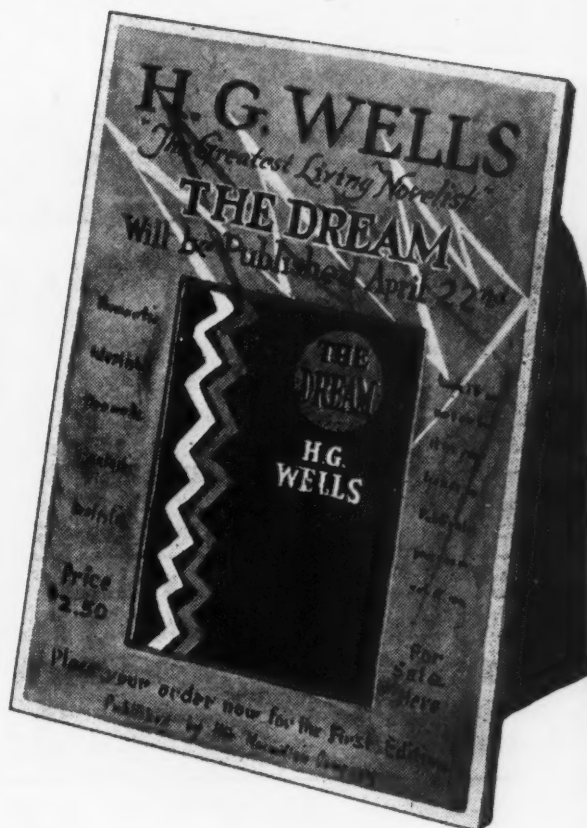
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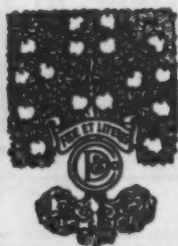
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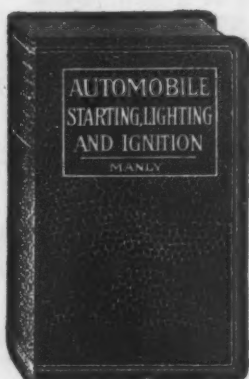
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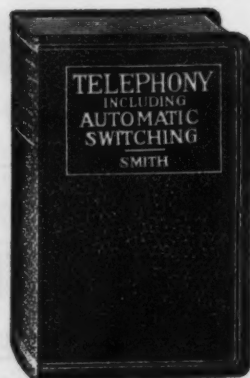
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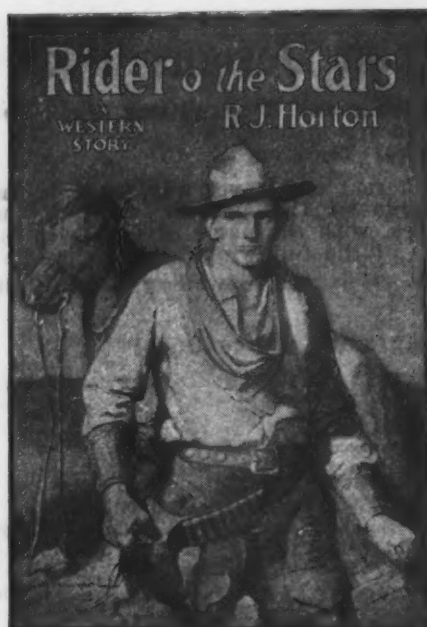
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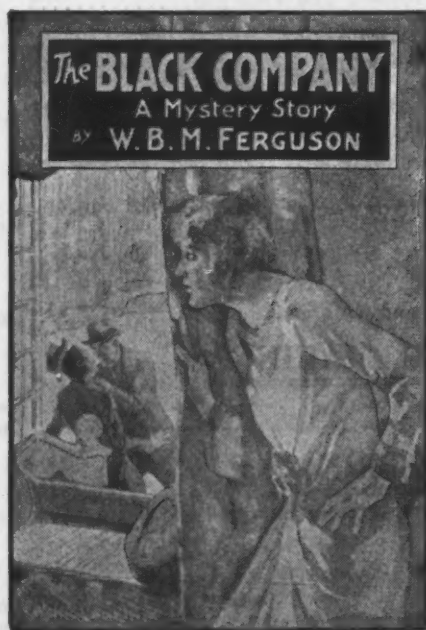
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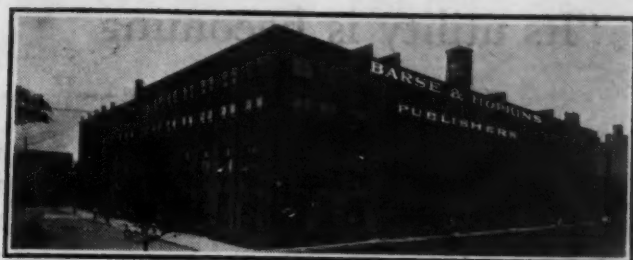
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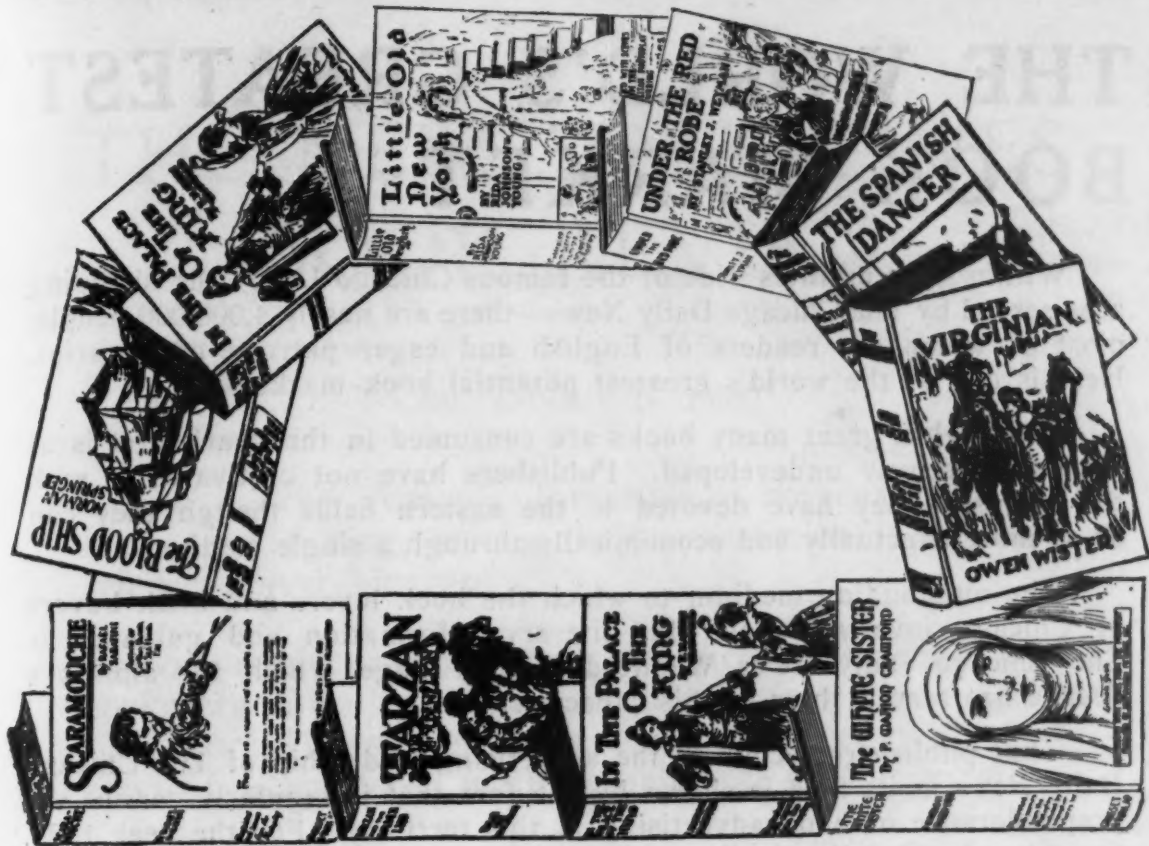
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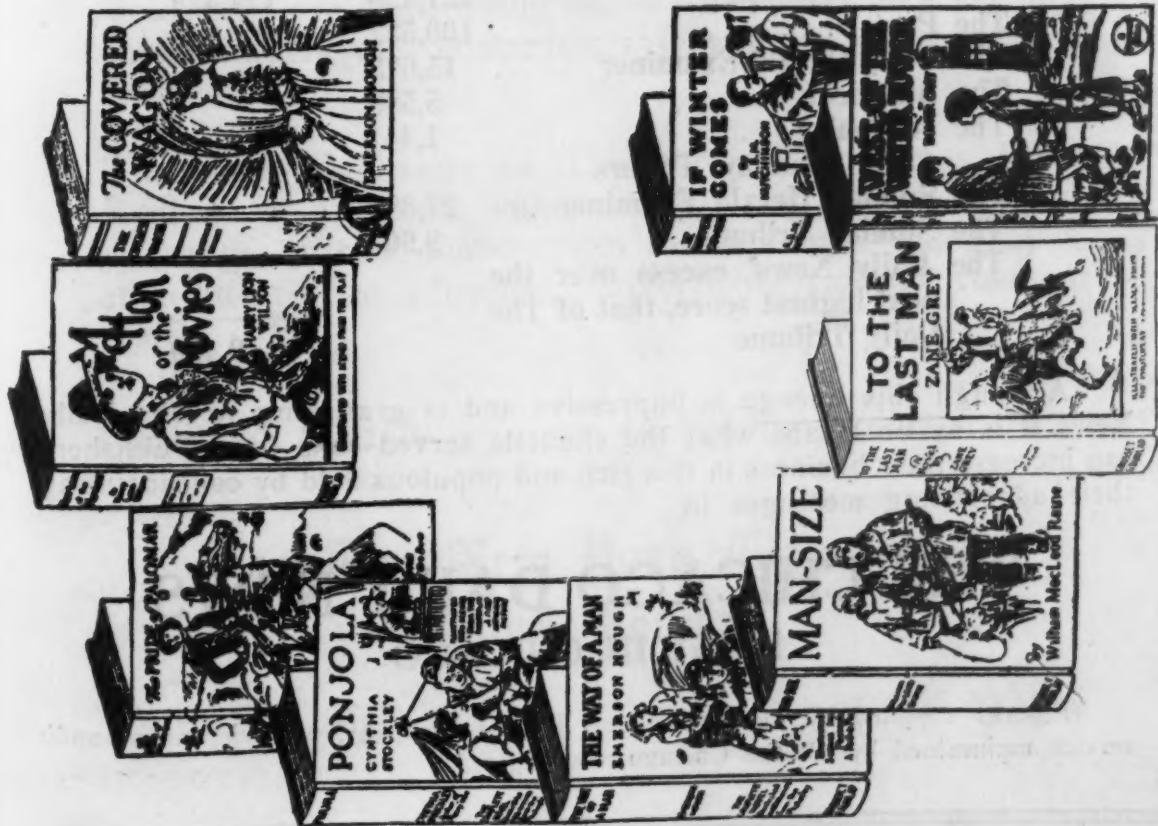
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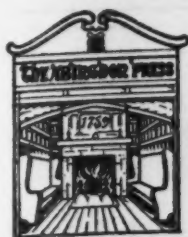
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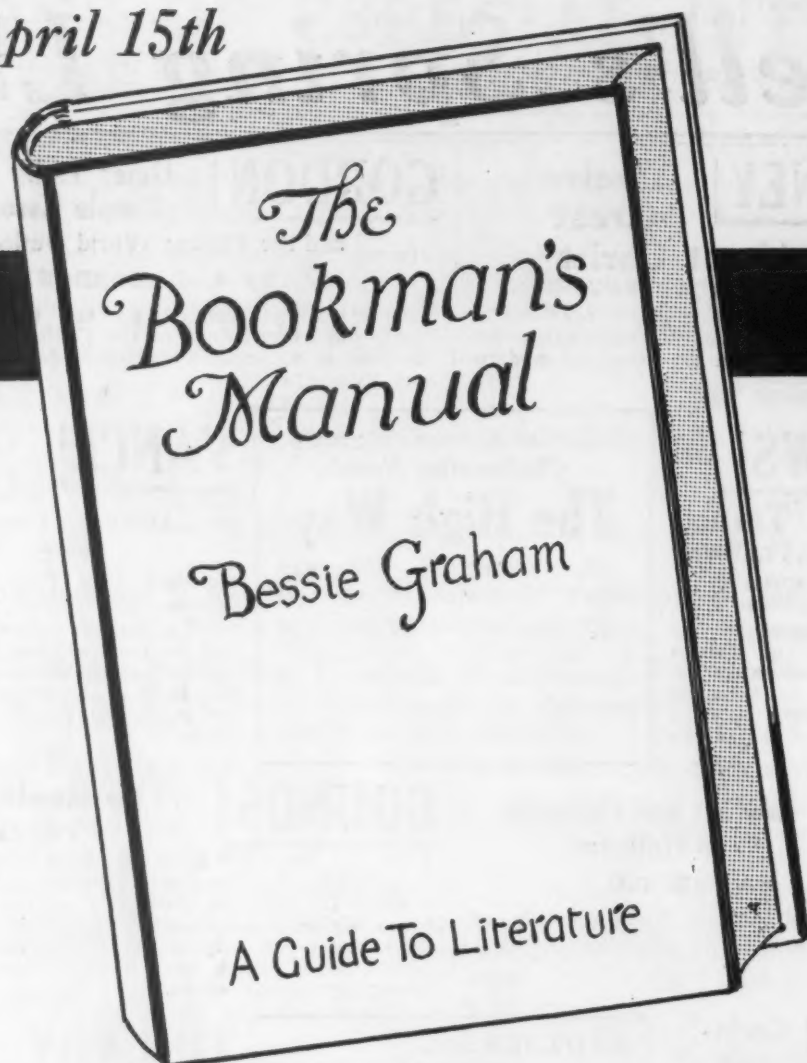
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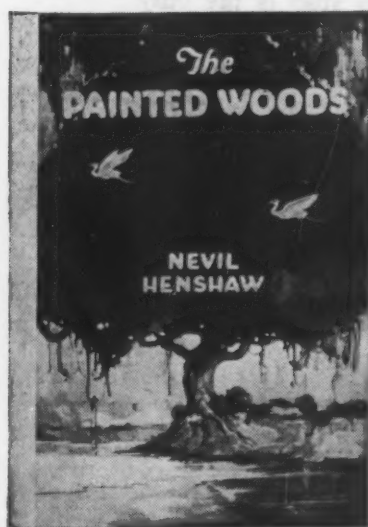
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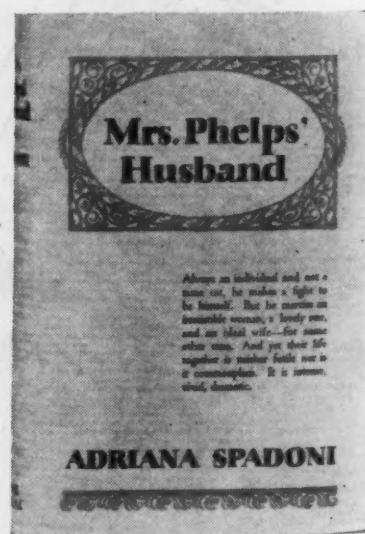
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MARCH 8, 1924

Travel Talks or Staging a Bookselling Feature

By Marcella Bruns Hahner
Of Marshall Field & Company, Chicago

THIS is the story of how Marshall Field & Company dramatized a travel-lecture course in our book section, secured immediate stimulation of sales in books on travel and collateral subjects and built up, I believe, substantial good-will and prestige for the department.

The idea had its genesis in the question: how can we draw attention to our travel service at the time people are emerging from hibernation and are stirring with the wanderlust? Readers of travel-lore group themselves readily into three classes: those who, contemplating a tour, realize how much more they can get out of it if they first inform themselves; those who have been abroad and love to refresh their

memories or review their former sensations thru another's eyes or fancy; the stay-at-homes who do their touring at the fireside in an arm chair.

With the right person in mind we decided to arrange a series of lectures, to be given semi-weekly and to last thruout the month of February. Clara E. Laughlin, of Chicago, writer, traveler and lecturer, was engaged. Miss Laughlin has specialized on Italy and France, and is familiar with all the phases of her subject—historical, personal, the social and literary life of the various periods, the manners and customs and the best methods for getting the most out of a tour. She is the author of "So You're Going to Paris," "Martyred Towns



SPECIAL DISPLAY FOR TRAVEL TALKS.



Travel Talks on Italy

By CLARA E. LAUGHLIN

THESE chats are interesting and illuminating, rich in anecdote, entertaining alike to those who travel in imagination or those who contemplate an actual tour. The first lecture:

"NAPLES," Saturday, February 2
Between 11 and 12

Miss Laughlin, who has been making a stir with travel talks by radio, invokes the charm, drama and romance of Italy, presenting personalities of the periods and emphasizing the literary background of the times. Lectures to follow are:

Wednesday, February 6, "Rome"
Saturday, February 9, "Florence"
Wednesday, February 13, "Venice and the Northern Cities"

The last two weeks of February will be devoted to talks on France.

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of France," "Foch: The Man" and travel study courses. Her effectiveness in making France known and loved has won for her the cross of the Legion of Honor from the French Government.

In setting the event the spaciousness of our Book Section played no small part. At one end we maintain a Travel Room, now become a permanent fixture of the section and displaying at all times the latest publications in travel and history. By extending the space into the main part of the section there was formed a temporary auditorium in which the lecturer spoke from a platform that had as its background the end wall of the Travel Room.

Chairs were supplied for 250, as many as could be allowed without interference to the business of the section, but these were insufficient and the "S R O" sign was up at every performance. The "auditorium" was flanked by counter displays of travel books, while accessory displays of posters, photographs and other reminders of travel, decorated walls and columns. We used in the display what we possessed in the best travel books of each publisher and arranged in this way a representative and interesting exhibit.

We announced our program shortly in advance thru newspaper advertisements, and followed this up during the month with reminders. We sent a letter of announcement and invitation to the members of prominent women's clubs. To all our visitors was distributed a booklet that was a reprint of Miss Laughlin's advice to those planning a trip abroad. This was a booklet of twenty pages, ten of which were devoted to listing and describing books not only on Italy and France but other travel volumes, works on art and the various guide books like Baedeker and the Blue Guides.

The throngs that came, listened intently and openly expressed their pleasure, gave ample evidence of the success of the enterprise. We had many inquiries after the lectures, especially from those planning to go abroad soon. They bought books, especially guide books, also the books of the more descriptive type, books on France and Italy and books on general travel.

The character of the people who came as well as the number make us feel, from a selling standpoint, that we have registered as a service station for the traveling public. This was our objective, and we are very happy over the result.

The Wave of Travel

THE Department of Commerce has estimated that during the year 1922 there was spent in Europe alone by American travelers a sum approximating \$300,000,000. All the tourist agencies report that not only did 1923 far exceed the activity of 1922 but that 1924 was making even more rapid strides, and passages for Europe are being filled up at an amazing rate, in spite of the largely increased capacity of the lines.

Corroboration of this increase comes from all the bookstores, where the demand for travel books has been greatly accelerated. The Bookshop for Boys and Girls has sent out a circular, announcing that for three weeks there will be a special display of books of interest to travelers and that for the week of February 20th Miss Milliman, experienced travelers' guide, will be in the shop daily to help people select books and to lay plans for trips abroad. Miss Milliman appears not as an agent for traveling bureaus but as one giving direct service to readers, sponsored by the bookshop. In Springfield, bookshops are giving out extra copies of the February bulletin of the Springfield Library, containing an admirable list of travel books which has received much favorable comment.

Popularizing Science

By Albert Wiggam

Author of "The New Decalogue of Science"

HAD Jesus not had his Matthew, Mark, Luke, John and St. Paul; had Socrates not had his Plato; had Darwin not had his Lyell, Huxley and John Fiske; had astronomy not had its Proctor and Serviss; had creative chemistry not had its Slösson; had psychology not had its James, Munsterburg, Thorndike, Seashore, Martin Scott and its host of interpreters and had biology not had its Thompson, Smucker, Jordan and Kellogg, these vast fields of knowledge, of new insights into life and God and the universe would have perished with their creators. The world, notwithstanding all its brilliant intellectual conquests, would still be shrouded in its ancient intellectual night. "The scientist advances knowledge; his interpreter advances the world." The scientist creates new knowledge; his interpreter creates out of this knowledge a new humanism. The scientist conceives his problem solely as a problem of knowledge; his interpreter conceives it as a problem of life.

Both must be men of imagination. The imagination of the scientist leads him forever into undiscovered countries. He does not care whether or not he ever returns. But his interpreter must save his skin and come back with the news. A newsbearer from the unknown, an ambassador plenipotentiary from the laboratory to the layman—this is the office of the popularizer of science. The scientist continually discovers "new varieties of untried being." His interpreter finds out if they will work in ordinary human life.

This may seem a lofty mission for the interpreter. It is. But he need not be solemn about it. He dare not be. The scientist can be solemn but the interpreter cannot. The scientist has no audience. The interpreter is always in the presence of one. The scientist can talk about post-operative thrombosis or the cumulative effects of multiple allellemorphs and keep his face straight. Probably only one other man in the world knows what he is talking about and he may disagree. But let the popularizer use such esoteric profanity and the public, like Dr. Johnson's fish-wife, thinks it is being sworn at. It has the uncomfortable feeling that it is being called a parallelogram.

No man can be a true interpreter of science until he has seen his problem in two distinct aspects; first, as a problem of true and sound learning and second, as a problem of art. Whatever art may be, it is partially at least the placing of life before men in ordered perspective. It sums up in some one statement, such as a picture, a poem, a statue, a paragraph of genuine literature, man's multiple and unorganized experiences and sets them out so that at one glance he sees them as an ordered whole. Art interprets life because it reduces its chaos to simplicity. So this must be likewise the highest aim of the interpreter of science—to take the materials of his craft, which are nearly all new materials, never heard of among men until the scientist discovered them, and weave them into simple conceptions that fit into human life.

Whether it is 240 or 250 thousand miles to the moon, or which legs of a centipede come after which furnish the scientist with a life of discovery, adventure and romance. The scientist gets his fun out of the chase. But it means nothing to the man in the street until the art of the interpreter has captured his imagination and taken it on a journey to the moon or shown him how the psychology of the centipede is similar to his own. Some fine poetic interpreter of science said:

The centipede was happy quite,
Until the frog, for fun,
Said, "Pray, which leg comes after which?"
Which wrought his mind to such a pitch,
He lay distracted in the ditch
Considering how to run."

From that hour the commonest man has a definite statement of the waste of mental indecision and the grandeur and power that comes from living the positive instead of the negative life.

The interpreter must be a realist because his materials are all real. No mystical idealist need apply. But he cannot be a mere reporter—a literary photographer. While perforce a realist, his office is to suffuse the hard cold facts of the microscope and chemist's test tube and statistician's curve with the warm, living idealism of human life. Otherwise his publishers cannot sell him because the public won't read him. The interpreter dare not ro-

mance. He must make science romantic. Balzac made literature out of laundry bills and restaurant menus. So did O. Henry. The interpreter must make literature out of the diet of amoebas and suffuse with romance the fourth cell from the end of the candal appendage of the embryo of the chipmunk. After all his aim is to enable men to live better, to live more fruitfully, more significantly. Men can and have lived significantly without science. But they never have and never can live significantly without art.

The interpreter must, therefore inform himself profoundly of his materials. He must visit laboratories; he must talk with men of science; he must, if no better means offers, keep up with them a laborious correspondence. He is little concerned himself with the science that is contained in anything except the most technical books. He seldom reads popular books about science. If he has really fitted himself for his office, he should know all the investigations reported in other popular books before the books are ever printed. He often does look into them, *not to learn science*, but merely to see how his fellow artist has worked his materials. If the writer has succeeded he is inspired and turns with new ardor to his own task. But in the end he must be more than a mere explainer and he must be different from the scientist whose sole quest is fact. He must take these facts and with them give new values and new things to live for—new things to live by, love by and die by for all mankind.

So much, then, for the preparation of the interpreter for his task, his fitness for it, his attitude towards it. Many scientists have, at least until recently, looked upon the popularizer of science as their enemy. The ghastly reports of scientific investigations often printed in the newspapers, written by persons without either equipment or sense of responsibility certainly justify much of this antagonism.

Interpreter's Responsibility.

The reporter in a western city who stated in flaming headlines that I had shown in a popular lecture the previous evening that "one-half of all the children in the city schools were deaf, dumb and blind," is bound to fill a student of science with genuine alarm. A grave responsibility rests upon the newspapers in this respect. My feeling is that they are rapidly coming to realize this and employing reporters trained to this responsible task. The *New York Times* and the *New York Evening Post* are among the notable papers that are

doing a great work in responsible scientific journalism. The *Times* report of the recent meeting of the American Association for the Advancement of Science in Cincinnati was a model and an inspiration. True the most earnest scientific popularizers make mistakes. Life is so short and science is so tremendously long and growing with such abounding vigor. But the earnest student will not misstate a whole field of science and his "probable error" is not often very great.

Treatment of Scientific Subject.

How fortunate that sometimes nature combines in one man the great investigator and the great writer! We then have a true child of the gods. Huxley, Professor James and John Tyndall leap at once to our lips. All writers of science must take them as their models. But in our day we have among many others such men as Professor Conklin, of Princeton, who has written the finest account of the germ cell in all biological literature. Professor East of Harvard in his new book, "Mankind at the Crossroads," has shown himself to be a literary as well as scientific master of his materials and a writer of genuine style. Professor Thorndike of Columbia writes with a clarity and wealth of illustration that is an inspiration. The dullest mind cannot miss what Thorndike means. Seashore and Patrick, psychologists of Iowa University, give literary as well as scientific distinction to their fields of work. Patrick and Conklin, especially have the added gift of wit. How Conklin illuminated the whole problem of the non-inheritance of the effects of education when he said, "Wooden legs are not inherited but wooden heads are!" Even wooden heads can understand that. Or when in pointing out that Mr. Bryan demands that evolution move so fast that we can see a monkey or an ass transformed into a man while we wait, he said that Mr. Bryan has often witnessed the reverse of this process. Mr. Bryan will probably agree to this kind of evolution at least.

But the next and last great step in humanizing science is for the genuine man of literature to see its vast possibilities and use it as material for his art. As one writer has pointed out Keats and Shelley were the last English poets who understood chemistry. Knowing chemistry did not make them poets, but it made them greater poets. Tennyson knew something of physics. If he had not, Locksley Hall could never have been. Neither could "Crossing the Bar" have been written by a man who knew no science. Blasco

Ibáñez's "Four Horsemen" and Maeterlinck's "Betrothed" give us sound biology and achieved a large sale as well. Ibsen gives us utterly false biology and all his poetic genius cannot make it true.

The next great poet, fictionist and story teller of the world will be the man who understands the world of science and thru it the world of life; who can, when he wishes, see the universe and life thru the scientist's eyes, who understands the chemistry, physics, biology, psychology and anthropology of man and his universe, who understands the very mathematics of the universe and its modes of motion. He will not explain them as an expositor; he will enable men to live them—to get out of them richer and fuller values of life.

Job made noble poetry out of puzzling over who controlled "the balancings of the clouds." He could not understand how they could stand on one corner and not tumble over. Even greater poetry can be made by the man who has learned the things Job longed to know. Shakespeare, Milton, Dante and Goethe would have revelled in this vast new knowledge which has fallen out of heaven, our new knowledge of things as they are. They would see how it has moved men out of a world of myth and fear into a world of fact and freedom.

What a great epic in the fact that science has created for man a world in which he need not be afraid; a world that he can trust; a world where reality is found to be just a "high-born kinsman" of his own—a whole universe that is not his enemy but his friend. To bring such a world to the common man, to lead him to believe in it, to trust his heart and soul to it, to live a higher efficiency in it, to link his powers to its joyous energies, to refresh his spirit with its own gaiety, inform his ethics with its own eternal honesty—this and this alone is the mission of the interpreter of science and the high, human office which he has been called to fill.

Wins Drama Prize

E MMA JANE BEHL of Chicago has received the award of the \$3,000 prize offered annually by the Chautauqua Drama Board for the best play for Chautauqua production.

Miss Behl's play, entitled "Their Hoar, the Mayor," was recently given a trial performance in Rose Valley, Pa.

"Crossec Wires," last year's winner, is soon to be given professional production on Broadway by Oliver Morosco.

Broadcasting Methods and Features

BECAUSE of its control of basic patents that have to do with radio broadcasting, the American Telephone & Telegraph Company has the exclusive right to erect or sell the apparatus for erecting broadcasting stations. With this control, the company has stipulated that such stations shall not sell their broadcasting time commercially, this being reserved as the right of W E A F, the American Telephone & Telegraph Company station. That station is, as explained by William T. Harkness, Vice President of the American Telephone & Telegraph Company, a toll station for the use of public and private concerns that want to dispense educational information or programs of general entertainment.

The station's charge for time is \$100 for 10 minutes, \$200 for half an hour. Those who use the wires have their material carefully supervised, so that no material gets into the broadcasting that is unpleasantly promotional. A typical example of such use of the wires would be that of the Capitol Theater in New York, which broadcasts a fine musical program from its orchestra but whose only advertising comes from a mention before and after the concert of the fact that the Capitol Theater orchestra is now playing. A still more unexpected use for publicity is shown in the contract with the American Carbide Company, which provides readings and general talks and whose only advertising from such programs comes with the announcement of its name before and after such readings and talks. Edwin Markham recently gave a reading under the auspices of this company, a program that anyone would be glad to hear. Such use of the air and rights to broadcast are hardly comparable to any other type of program on stage, in book or on gramophone.

The fact that the toll features are controlled by W E A F has been recently under criticism. When the programs of the Telephone Company are sent out from various centers over the country, there is a charge for connecting up thru wires, and recently a Chicago station, W M A Q, asked for the privilege of rebroadcasting a Coolidge address and found that the connection of thru wires to Chicago would be \$2500. This seemed to the Chicago station excessive, and the explanation of the Telephone Company is that for such service it is necessary to take out of public service two pairs of wires, to attach special equipment and keep the line open.

A Bookseller's Diary

The Proprietor of a Retail Shop Prepares for Spring

Monday, March 10th

TO-DAY I *knew* it was spring.—Should have checked up the out-door books long ago.—Got off an order for a few fishing books and started a thoro overhauling of stock.—Gave radio talk on health books at newspaper station.

Tuesday, March 11th

READ in *Publishers' Weekly* story of May Convention and wrote to Hotel Commodore closing on room.—Publishers have a big idea in taking all the delegates to "The Miracle"—that's worth a trip to New York, I hear.—Must jot down a few things I'd like to compare notes on with other booksellers at the Convention.

Wednesday, March 12th

READ somewhere that bookstores have more women customers than men.—Ours seems to break about even.—The men have more charge accounts.—They buy more sets and large items.—From 12 to 2 o'clock there are more men in the store than women, also from 4.30 to 5.30.

Thursday, March 13th

RECEIVED a stock of Easter Greeting gift bands I had ordered from Year Round Book Committee.—They livened up the window greatly.—Have arranged for an exhibit of religious and devotional books at the district conference of the Christian Churches.—Store meeting to-night discussed new spring books.

Friday, March 14th

ALL the travelers say they are finding good business round their circuit.—Well this month has taken a good turn with me.—How the movie houses have stirred up the old historical novels. Displays just melt away.

Saturday, March 15th

OUR Saturday morning ad played up the new versions of the Bible.—There are half a dozen New Testaments in constant demand.—The new window display was of children's books.—The head of that section had worked out a How-to-do-it display that was right good.

Sunday, March 16th

HALF the children in the Sunday School are now using the new S. S. library.—The children from nine to fourteen are the most interested.—The Women's Missionary Society has mailed me, they said, an order for fifty books of one title.

Monday, March 17th

REAL estate man had a long talk with me today about a branch store in the best suburb out east.—Other down-town businesses are doing it—especially those which cater to women.—Congested traffic down-town is an important element in the problem.

Tuesday, March 18th

ONE of the staff gave a talk on travel books today before the Women's Club.—My wife reports that she did it very well.—Went with fellow bookseller to call on proprietor of store who is not observing publication dates.—We should have gone sooner. He was very amenable to reason.

Wednesday, March 19th

MY fiction specialist says she has read a "first novel" and she can sell a hundred.—We compromised on 50 and I said "Go to it."—Enthusiasm sells books.—It seems to be the old authors, not the new, that have to worry about getting a hearing.—One of the salesman sold three hundred volumes today for the empty built-in shelves of a new house.—That architect was surely a friend of the poor booksellers.

Thursday, March 20th

SWAPPED mailing list with a sporting goods store.—We are going to send out a circular on fishing, tramping and auto books to their people.—They are going to try our list for new customers for tackle, etc.—Travel books certainly are going. Shall spend sixty dollars in newspaper space to push them along.—Devoted sales talk at 5.30 to travel books.

Friday, March 21st

WAS called to the front to help out a salesman who was involved in a "clean book" discussion.—In this case the criticism of the book we had sold was unwarranted.—I stood by our guns and explained that when the best people in town were asking for a book we could not well censor their reading.

Saturday, March 22nd

THIS was one of the store's big days.—Largely cash business.—Perhaps we should consider having another cash register to save steps.—The Thursday sales talk on trade books was bringing results.

Sunday, March 23rd

GOT out my own garden books this afternoon and planned some new planting for next month.

English Book-Trade Plans Promotion Campaign

A VERY comprehensive and enlightened program of book-trade cooperation and promotion has been outlined in England by the Society of Bookmen, an association of book-interested people, authors, publishers, publicists and booksellers. The plan is being submitted to the various book-trade groups, in order to raise the funds. A central committee will be organized to carry out and take general responsibility for the campaign.

Its sponsors propose a fund of £10,000, this amount to be raised from publishers, booksellers, circulating libraries, etc., and also with supporting help from printers,

binders and paper makers, and from authors, too, in so far as they may see fit to give voluntary aid.

The program is based on an educational appeal, with a strong emphasis on the importance of book ownership and a personal library. It is expected that the committee will collect data on bookselling to be made available to all members, that they will use newspaper advertising, posters and other material and that the libraries and educational organizations will cooperate in reaching the general public. A condensed outline of the circular describing the plan is as follows:

COOPERATIVE ADVERTISING CAMPAIGN IN ENGLAND.

Proposed by The Society of Bookmen, 24 Devonshire St., London, W. C. 1.

Condensed Summary of Program Requesting Funds

I. England is behind some other countries in reading and buying books. Books are not yet accepted as necessities. 80% of the population are only potential buyers. Joint campaign is urged to authors, publishers, booksellers and librarians.

II. Cooperative efforts have been tried in other English industries. The habit of reading is now an abstraction, it ought concretely to imply book buying.

III. Success cannot be guaranteed but great hopes can be held out. So far the following help has been offered.

Authors are not assessed but some have immediately offered help including Hugh Walpole, W. B. Maxwell, and St. John Ervine.

Printers, binders, and paper makers, if interested, will come in to the program at a later stage, some have already offered help.

Publishers. Only a few so far have been approached but several pledges have been received.

Booksellers. Have not yet approached as individuals, but their Association has approved the principle, and a dozen of the leading dealers have subscribed.

Public Libraries. The Council of the Library Association have offered to give every assistance in their power.

IV. General Methods.

The program has been outlined by the Society of Bookmen, which includes members from the various fields of book activ-

ity, but they hope that a Council will be formed by the various trade associations to undertake the campaign management.

As a suggestion to such a committee the following program for financial appeal is outlined:

A. Raising the Fund.

An advertising fund of £10,000 is suggested. One contribution should be made to cover all and when spent the results should be reviewed to see whether continuation is justified.

Contributions to be levied on the firm's total business. This might be arranged by having the Council in charge employ an accountant who would be the only person to know what individual firms paid in. The Council would know only the totals for each class of subscriber.

Suggested Schedules for Levy:

(1) For Publishers, Business up to

£ 5,000	£15
10,000	30
25,000	75
50,000	170
£75,000	£275
100,000	375
125,000	500
above 125,000	600

(Text-book sales may be excluded)

(2) Booksellers, Circulating Libraries, Literary Agents, Business not exceeding

£ 500	10s
750	£ 1
1,000	1 10s

£1,500	£ 2 10s
2,000	4
5,000	10
10,000	20
15,000	30
20,000	45
25,000	60
50,000	125
above 50,000	200

It is suggested that booksellers who subscribe should receive all posters, etc., free but a small charge be made to those who remain outside.

- (3) Printers, binders, papermakers, etc.
B. Spending the Fund.

The advertising technique has been carried to high perfection by specialists, the Society feels that ordinary methods might do more harm than good.

The following general ideas are recommended for consideration:

(a) "To create the taste and habit of reading is the primary object of the campaign. Propaganda as directed to raising the intellectual standards and taste of the public will achieve more than direct suggestion of the desirability of buying books." The public likes self education and Press would give more support than if the interests of a trade were being openly favored.

(b) The young people are the most essential group. They are impressionable and idealistic. Tho they have not much money now they will later indulge the reading habit thus formed. The active sympathy of educational bodies, of teachers and of parents should be secured in advance.

(c) The reading habit may be encouraged by appeals to national pride. By playing up topics of reading, such as unemployment, League of Nations, drug traffic, etc., with recommendations of books. With the help of the librarians popular taste might be molded.

(d) It is open for discussion as to whether the cheapness, permanence and availability of books at all times, in contrast to other diversions, should be emphasized. "At least it should not be forgotten that in any such comparison between books and theater tickets, cigars, wine, golf and motoring, books come out victorious."

V. Internal Organization of the Publicity Council.

(a) A Committee representing the various departments of the book-trade could do invaluable work in promoting cooperation and smoothing difficulties among the trade. Also by collecting statis-

tics relative to the sale of books in various countries, in preparing clean statements of the economic problems of book distribution. This material by adaption could be used in the publicity.

(b) Newspaper advertising; posters; material for window and counter display; exhibition arrangements; book fortnights; film propaganda; free publicity in news columns of papers and magazines; tramway, bus and tube advertising; these and other *technical means* of carrying the message would require expert advice. It might be best to employ for this a firm of advertising agents.

It is recommended strongly, however, that the spiritual and intellectual direction of the campaign should be rigorously retained in the hands of the Council who should be in the position to create committees from the trade to insure that the program be carried out with tact and knowledge.

English Best Sellers

THE book-trade of England lacks a systematic and comprehensive means, such as *Books of the Month*, of determining the bestselling books in the United Kingdom. The list below was compiled by Bumpus's of Oxford Street, one of the largest English retail stores. It is interesting to note the many familiar titles in the fiction section and the much smaller number in the general list. An indication, perhaps, that fiction has a more universal appeal.

FICTION

"Land and Sea Tales," by Rudyard Kipling.

"Riceyman Steps," by Arnold Bennett.

"The Rover," by Joseph Conrad.

"The End of the House of Alard," by Sheila Kaye-Smith.

"Heirs Apparent," by Philip Gibbs.

"Told by An Idiot," by Rose Macaulay.

"Jeremy and Hamlet," by Hugh Walpole.

"Antic Hay," by Aldous Huxley.

"Madame Crowl's Ghost," by Sheridan Le Fanu.

NON FICTION

"Tales of Travel," by Lord Curzon.

"Arabia Deserta," by Charles M. Doughty.

"The Great White South," by Herbert Ponting (new edition).

"Game Birds and Wild Fowl of Great Britain and Ireland," by Archibald Thorburn.

"Battles with Giant Fish," by Mitchell Hedges.

"Life and Letters of Walter H. Page."

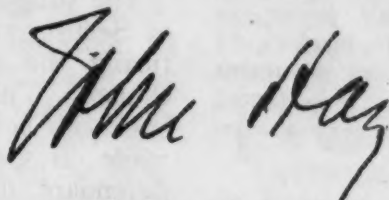
AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists *

Edited by Merle Johnson and Frederick M. Hopkins

Number 63

JOHN HAY, 1838-1905



Compiled by W. B. Jones

HAY'S career was two-sided; literary and political. His literary output was many-sided; history (principally concerning Lincoln), travel ("Castilian Days"), poetry ("Jim Bludso," etc.), novel ("The Breadwinners"), and perhaps "Democracy" sometimes attributed to him, and politics (printed speeches).

JIM BLUDSO OF THE PRAIRIE BELLE AND LITTLE BREECHES. *Boston*, 1871.

"Little Breeches" published separately. *New York*, 1871.

CASTILIAN DAYS. *Boston*, 1871.

Pennell Edition (350 copies, c. p.). *Cambridge*, 1903.

PIKE COUNTY BALLADS. *Boston*, 1871.

Wyeth Illustrated Edition. *Boston* (1912).

THE BREADWINNERS. *New York*, 1884.

ROBERT BURNS. [*Basel*, 1888].

ABRAHAM LINCOLN, A HISTORY. *New York*, 1890.

10 vols., with John G. Nicolay.

POEMS. *Boston*, 1890.

IN PRAISE OF OMAR. *Portland, Maine*, 1898.

ADDRESSES OF JOHN HAY. *New York*, 1906.

LETTERS OF JOHN HAY AND EXTRACTS FROM HIS DIARY. *Washington*, 1908.

3 vols., privately printed.

A POET IN EXILE. *Boston*, 1900.

440 copies. Early letters of John Hay edited by Caroline Ticknor.

COMPLETE POETICAL WORKS OF JOHN HAY. *Boston*, 1916.

Limited to 1,000 copies.

* * * *

BROWN UNIVERSITY, CLASS OF 1858. *Providence*, 1858.

Contains "Erato" by Hay.

THE ADVANCE GUARD. *New York*, 1871.

Broadside.

THE PIONEERS OF OHIO. *Cleveland*, 1879.

AMASA STONE. *New York*, 1883.

95 copies.

MEMORIAL TO DR. CHAS. HAY. [p.p.] 1885.

THE ENCHANTED SPIRIT. *Chicago*, 1889.

SPEECH AT UNVEILING BUST OF WALTER SCOTT. *London*, 1897.

LIFE AND LETTERS (Thayer) 2 vols. *Boston*, 1915.

LINCOLN'S COMPLETE WORKS. *New York*, 1920.

(Edited by Hay and Nicolay.)

LIFE OF SIR WALTER SCOTT (Hutton). [*Philadelphia*, 1905.]

Introduction by Hay.

THE PRESIDENTS OF THE UNITED STATES. *New York*, 1908.

4 vols. "Lincoln," by Hay.

Separately Printed Political Speeches:

THE BALANCE OF THE TWO PARTIES. *Cleveland*, 1880.

THE PLATFORM OF ANARCHY. [*Cleveland*, 1896.]

OUR RECENT DIPLOMACY. *New York*, 1901.

WILLIAM McKINLEY. [*Lexington, Ky.*, 1902.]

MEMORIAL ADDRESS [McKinley]. *Washington*, 1903.

THIRTEENTH INTERNATIONAL PEACE CONGRESS. *Boston*, 1904.

JOHN HAY AND THEODORE ROOSEVELT. *New York* [1904].

FIFTY YEARS OF THE REPUBLICAN CONGRESS [Jackson, Mich., 1904].

THE REPUBLICAN PARTY (With Elihu Root). *New York*, 1904.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

March 8, 1924

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Let No Order Escape

THE Spring Announcement Number of *Publishers' Weekly* is more than a trade journal, it is a trade tool. Order taking quickens when there is a ready means of tracing the publisher and price of the books asked for.

When the customer says: "Have you a copy of '———' by ——," and the name and author are unfamiliar, it is usually a new book that is wanted about which some notice or comment has appeared in newspapers or magazine columns or has been spread by word of mouth.

Then the bookseller, if he is a bookseller, does not say, "No, I am sorry but we haven't it." Instead, he leafs quickly thru the latest Announcement number under either author or title or under both (if the customer has been doubtful), and the information is at hand and, probably, an order is taken.

Every publishing office is carefully canvassed for the most complete possible data for these lists and the columns are kept open until a week before publishing data. The "Weekly Record" lists only books that are ready and can be described in detail but the Announcement Number lists every title that any publisher has in immediate preparation.

No trade has such need of reference books as bookselling and none is better provided. A bookshop with the Announcement Numbers and Weekly Records of the "Weekly" and the Cumulative Indexes of the H. W. Wilson Co. will miss few orders for new books. With the United States Catalogs and Trade List Annual he will miss few orders for older titles; and with the "Books Wanted" advertisement the missing out-of-print items can be filled in.

New Censorship Situation

THE so called "Clean Books Bill," sponsored by Justice Ford and his association, was filed in the New York Senate on March 5th by Senator Rabenold of New York City. From time to time, it has been reported from Albany that the Clean Books League has had considerable difficulty in finding anyone to sponsor its bill, and the bill has not yet been introduced into the House.

The proposal for amending Paragraph 4 of Section 1141 of the Penal Law is practically the same as last year, with one change. This change means that, altho a book can be brought to trial on complaints made on special passages in the book, the defendant may bring forward the whole book in his defense. This defense by the whole book was forbidden in the previous proposal. As in the previous bill, "Opinion or expert testimony shall not be received for any purpose whatever upon any hearing, examination or trial under this Section."

Hearing may be had on this in March, and the book publishers as well as periodical publishers and Authors' League will be in opposition. The book publishers propose that, instead of this bill, New York State should take the initiative in the direction of establishing uniform state law, which will be soundly conceived and uniform in practice with the national law.

The New Science

THE scientists have been going far out in advance of applied knowledge. So rapidly have they been traveling and so diversified have become the fields of research that only in part have their discoveries been made the property of the general reader. It seems inevitable that there should now be a period of popular exposition of science. Not that there should be less investigation but that there should be more good expository writing.

The booksellers have had many indications that such a period is here, that competent writers are turning scientific data into popular knowledge, J. Arthur Thomson, Henry Fairfield Osborn, J. Harvey Robinson, or E. E. Slosson. In the field of biology Albert E. Wiggam first caught an audience from a Chatauqua platform, then from the magazine page and now by his book. The *Publishers' Weekly* has asked him to write for this number a discussion of the new era of popularized science.

Progress of Retail Legislation

ALTHO taxes and oil scandal have absorbed Washington for the past month, the sponsors of standard price legislation are confident of favorable action in this Congress. Chairman Winslow of the House Interstate and Foreign Commerce Committee has stated that he will work for the earliest possible consideration of the bills that have been submitted. The conference was held on February 9th and was attended by many of the interested parties and by various organizations favoring such legislation. A good statement of the purposes of this movement was made recently by Senator Reed of Pennsylvania.

"Where prices are not fixed by arrangement with competitors, it seems to me to be no more than justice that the manufacturer should be allowed to specify the retail price at which those who are in substance his agents shall sell to the general public. I believe that the price level under such circumstances will be sufficiently held down by competition and that it is not to be the best interests of the country that retailers shall be run out of business by the cut-rate method of some advertisers."

The Drama Revival

THE past year has set new and higher standards than have been ever approached in the American theater. For the first time since the vogue of Clyde Fitch, American playwrights are creating dramatic works which are valuable and distinctive contributions to American literature. They have cast aside useless imitation of European work and are writing drama which expresses the current thought of the nation in artistic form and manner. The appreciation and enthusiasm of the public for plays which do more than amuse indicate an often-denied general understanding of the best drama. The success of many American productions, as well as of such importations as the Moscow Art Theatre and Reinhardt's presentation of "The Miracle" shows the wide and unprejudiced appreciation which the public eagerly grants to playwrights and actors of distinction.

A further welcome development in American drama is the announcement that the Provincetown Players will take over the Greenwich Village Theater. Backed by wealthy men and women the Players, supported by many of the leading playwrights, critics, and actors, will produce plays which will give impetus to an outstanding movement. New plays by Eugene O'Neill, Stark Young, and Sidney Howard will be among

the first presentations. Shakespearean comedies, Russian dramas, and important revivals are planned.

A growing realization of the enjoyment of play reading has caused the publication of many of the recent Broadway successes. Even better adapted to the book form is the type of play sponsored by the Players. The extension of a movement which has created an enthusiastic following in the theater and book fields should lead to closer cooperation and assure even greater success to each.

Promotion Program in England

THE American book-trade will be greatly interested to see that a cooperative advertising program has been outlined in England and that the Society of Bookmen is pushing for its support. Conditions in bookselling are very different in the two countries, but the program has much the same purpose as that which has been so outstanding a feature of the American book-trade progress in the last few years.

It is interesting and gratifying to learn that in addition to employment of recognized advertising agents the program calls for the retention of directing power by the Council. While needing technical assistance from advertising experts, the book-trade's knowledge of its particular problems proves the wisdom of such a decision.

No one who has followed the American efforts can doubt of the value of such cooperative work. Problems of finance and of organization are not easy, but the Society of Bookmen is strong backing. We wish our English friends all possible success. Their success has reflected value in every bookselling country.

Outlets Enough

WHILE the book-trade is endeavoring to increase the number of its outlets and the health of each organization, it can pause in reverence before figures brought from other industries. The firm of William Wrigley, Jr. Company distributes thru 900,000 retail outlets in the United States and foreign countries. This makes any list of book outlets, however extended, seem like the very beginning of marketing.

A still greater incentive to humility comes from the realization that this one chewing gum company has capacity for manufacturing more five cent packages in a week than all the bookstores of the country can distribute of books in a year. That's where we are, but still—we enjoy selling books.

Gottschalk Fined for Obscene Book Sale

MAX GOTTSCHALK and Morris Inman of Gottschalk & Co., booksellers of 47 East 44th Street, New York, were each fined \$250 as an alternative to thirty days in jail for the sale of obscene books last December. The decision was delivered by Justice Maloy in the Special Sessions Court on March 3.

The booksellers were arrested last fall on complaint of John S. Sumner. On December 12 last, City Magistrate George W. Simpson ordered them held in \$1,000 bail each until trial in the Court of Special Sessions. At the trial they both pleaded guilty of violating Section No. 1141 of the Penal Law. The sentence was concurred in by Justice Kernochan and Herbert after an examination of the three books purchased from the defendants by Charles J. Bamberger. The books were "Memoirs of Fanny Hill," "A Night In A Moorish Harem," and "Only A Boy." Assistant District Attorney Drenzo prosecuted the case.

Obscene Literature Legislation

March 4, 1924

SENATE BILL NO. 1050

INTRODUCED MARCH 4, 1924,

BY MR. RABENOLD

AN ACT TO AMEND THE PENAL LAW, IN RELATION TO PROSECUTIONS FOR THE SALE AND CIRCULATION OF OBSCENE OR DISGUSTING LITERATURE.

SECTION 1. Section 1141 of the Penal Law, is hereby amended to read as follows:

1141. Obscene prints and articles. 1. A person who sells, lends, . . . picture, drawing, photograph, figure or image, or any *such* written or printed matter (of an indecent character) *in any form* or any article . . .

Is guilty of a misdemeanor, and, upon conviction, shall be sentenced to not less than ten days nor more than one year imprisonment or be fined not less than fifty dollars nor more than one thousand dollars or both fine and imprisonment for each offense.

4. (New matter.) The words "obscene," "lewd," "lascivious," "filthy," "indecent," and "disgusting," as used in this section, shall be taken and construed with full force and effect, and each such word shall be taken and construed with full force

and effect, and each such word shall be taken and construed in its separate meaning and signification. An indictment, information, complaint or other charge may be based upon the whole or exclusively upon a part or parts of any publication, or written or printed matter. Whether the matter set out in the indictment, complaint, information or other charge offend against this section shall be a question of fact to be decided by the trier or triers of fact, and upon such question no opinion or expert testimony shall be received on any hearing, examination or trial under this Section. It shall not be a necessary constituent element of the crime charged that the matter on which the prosecution is based have a tendency to excite lustful or lecherous desire. (End of new matter.)

2. This act shall take effect immediately.

Supplying Material to the Newspapers

A VERY interesting and suggestive example of how a bookseller can increase the attention to books in his town is shown by current clippings in the Newberry, South Carolina papers. Hal Kohn, the bookseller, has watched for interesting book items of general news value and submitted them to the editors, and has been able to supply the things that were timely and very acceptable to the paper. For instance, we find in one issue an article half a column long headed "A Beautiful Tribute to a Great Physician," and Dr. L. Emmett Holt's book on "The Care and Feeding of Children" is the subject of the quoted article and an especially timely one.

The *Publishers' Weekly* was pleased to find that the editor also found interest in its recent editorial on "A Literary Statesman," an editorial which discussed the writings of our presidents and especially of Woodrow Wilson.

Mr. Kohn has followed up the season's health interest by a very successful use of a blotter with a picture of mother and baby on one end and on the other ad copy reading:

A few things the mother will need from my store:

Dr. Holt's book "Care & Feeding of Children." Ask your Doctor.

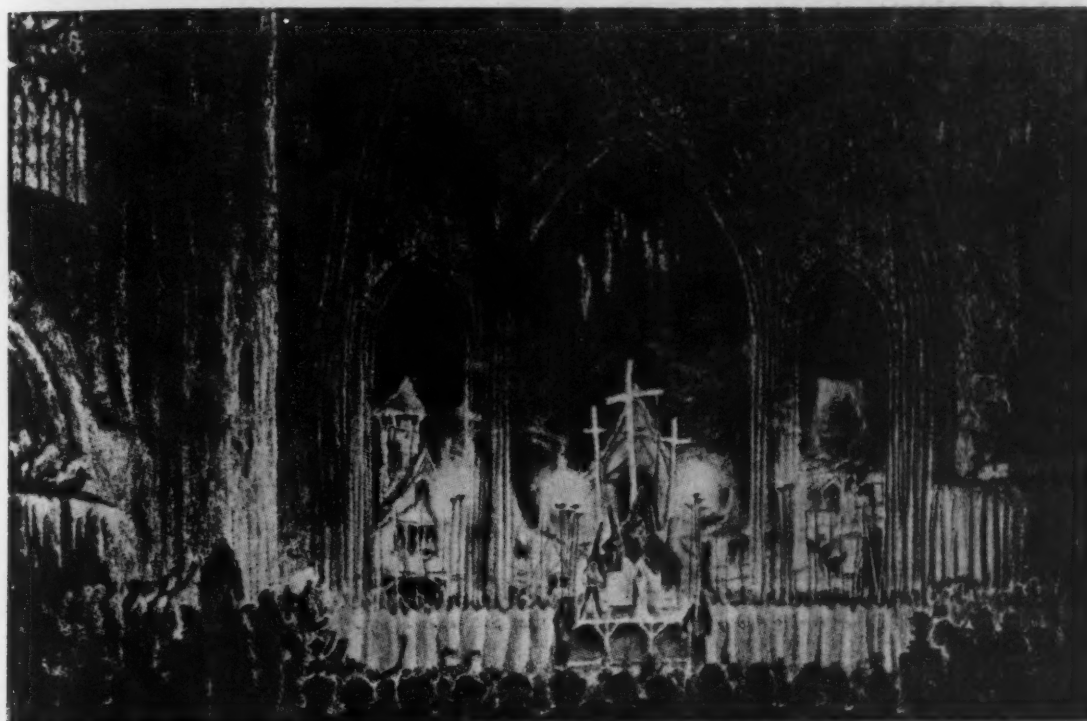
Birth announcement cards, in plain white, pink and blue. Phone for samples if you can't get some one to shop for you.

Baby books, to chronicle the many interesting things about the baby, from the first day on.

Hal Kohn "The New Book Store."

The American Booksellers' Association Convention

May 12 - 15, 1924, New York City, Hotel Commodore



INQUISITION SCENE IN "THE MIRACLE"
FROM "MAX REINHARDT AND HIS RUSSIAN THEATER," BRENTANO.

Auspicious Opening for the Convention

THE National Association of Book Publishers, acting thru its special Committee on Convention Entertainment, with J. W. Hiltman as chairman, has reserved the floor of the Century Theater for Monday night, May 12th. The Century is the scene of the marvelous production of "The Miracle," a spectacle that is different from anything ever attempted in an American theater, a spectacle which has thrilled and delighted everyone and bids fair

to make a long consecutive appearance.

The invitations for this event, it is understood, are to be extended particularly to the bookselling members of the Association and their wives. This restriction would be necessary, as there are very many members of the Association in the eastern cities from the publishing houses, and, if all these were included, the limited number of seats that this theater provides in its present setting would not be enough.

CONVENTION COMMITTEES

Program

Ralph Wilson, *Chairman*
McDevitt-Wilson's, Inc.
D. B. Browne, *Associate Chairman*
Himebaugh & Browne, Inc.
Julian Messner
Boni & Liveright
Theo. E. Schulte
Schulte's Book Store
George Moore
George Moore's Bookshop

Marion Humble
*Executive Secretary of National
Association of Book Publishers*
Marian Cutter
Children's Book Shop
Alice Dempsey
Gimbel Brothers
Belle M. Walker
The American News Company, Inc.

Entertainment

Harold C. Kinsey, *Chairman*
Cosmopolitan Book Corp.
 D. B. Browne

George Brett, Jr.
Macmillan Co.
 Ralph Wilson

INFORMAL AND TENTATIVE PROGRAM

A Few of the Speakers:

THE MAYOR

EX-GOVERNOR STUART OF LEARY, STUART & Co.

Probable subject: Old Bookshops.

JOHN HAYNES HOLMES

HOXIE NEALE FAIRCHILD—Subject: Broadcasting Book Talks.

DR. BRUETTE, Author, Editor *Forest and Stream*. (He knew Lenine in Russia, and D'Annunzio in Fiume.)

BYRNE HACKETT—Subject: Rare Books.

A Feature of General Interest—

Round Table Conferences:

MARION HUMBLE, *Chairman*.

SUBJECTS FOR GROUP MEETINGS:

Bookstore Accounting and Records, JOHN KIDD, presiding.

Selling Children's Books, MARIAN CUTTER, presiding.

OTHER SUBJECTS:

Publicity and Advertising.

Department Stores' Book Department.

Training Clerks, Etc.

(And the half has not been told.)

ENTERTAINMENT

MONDAY EVENING, MAY 12th

Theatre Party—Given by the National Association of Book Publishers to see "The Miracle" at the Century Theatre.

(The greatest spectacular play ever produced in New York.)

TUESDAY EVENING, MAY 13th

Shore Dinner at Villepigue, Sheepshead Bay.

(Busses will take and bring back the guests.)

WEDNESDAY AFTERNOON, MAY 14th

Hudson River Boat trip to West Point. Cadet drill. Dinner at hotel on reservation. Boat trip back to New York.

THURSDAY, MAY 15th

Banquet—Orchestra of ten pieces.

Speakers: Wait and see!

(Can you afford to miss any of this?)

"DO IT NOW!"

MAKE reservations *now*. The Democratic Convention meets in New York early in June and will pack the city weeks in advance, so *don't delay* in making your reservations at the Convention Headquarters.

The success of Conventions outside of New York has been because almost all of the delegates were housed under one roof. This is the argument of those who want Conventions in small cities. To make *your* reservations at the Hotel Commodore is what *you* can do now toward helping to make the Convention a success. The prices are no higher than any other first class hotel.

Rates Per Day, Single Rooms—\$4.00 to \$7.00. Extra person additional \$2.00.

Double Rooms—\$7.00 to \$10.00.

In making reservations it is important that the hour of arrival be stated in addition to the day and date, as reservations are not held after 7 P.M. except on special request.

Dodd, Mead Takes Over Moffat, Yard Business

The Second Recent Addition to the Old Established List

THE publishing business of Moffat, Yard & Company, established in New York City in 1905, has been bought out and taken over by Dodd, Mead & Company. Dodd, Mead & Company have felt that the taking over of the John Lane Company business has proved so much of a success that they have taken this opportunity to strengthen their general list further.

The Moffat, Yard & Company business was developed by William D. Moffat, now editor of the *Mentor*, a graduate of Princeton who received his early training in publishing with Charles Scribner as manager of *Scribner's Magazine*. His partner was Robert Sterling Yard, his brother-in-law, who had been publicity manager for Scribner's and editor of *The Book Buyer*. Mr. Yard is now in the employ of the government in Washington.

The firm opened business at 289 Fourth Avenue and among its first enterprises was a large book of pictures by Howard Chandler Christy, a plan of publishing that Mr. Moffat had developed at Scribner's. Very shortly it branched into other lines and published one of the successful books of the Russian-Japanese War, Richard Barry's "The Siege of Port Arthur." Among its early fiction were Frederick Palmer's "The Big Fellow" and J. C. Snaith's "Araminta," as well as stories by Brady, Peple and others.

In 1908, the firm launched two series of books which have been prominently associated with its line. The first were books of prose and verse selections relating to the different holidays of the year under the general editorship of Robert Haven Schauflier. This series has had a long continued sale, especially in library and school reference work. The other series was for children, known as the *Mother Lets Us Books*, the first of which was "When Mother Lets Us Cook" by Mrs. Burges Johnson. This led to a successful series of books in various other fields of children's activity. 1908 also marked the firm's spectacular success with "The House of Bondage." A New York grand jury, with John D. Rockefeller, Jr., as foreman, had stirred public interest with an investigation into the white slave traffic. Moffat, Yard saw the possibilities

of a fiction presentation of this and assigned the task to Reginald Wright Kauffman. He was installed in a hotel near the firm's offices, and, as each chapter was written, its accuracy was checked up by the data the grand jury had gathered.

Another important development was the publishing of Elwood C. Worcester's "The Emmanuel Movement," suggested by another partner, Mr. Coit. The book was very successful and was followed by other books by such authors as Dr. McComb, Dr. Coriat, William James, Hugo Münsterberg and others. Later, when psychoanalysis came into public view, Moffat, Yard & Company were publishers of important books by Freud, Jung and Dr. Frank.

The picture books waned, but juveniles were taken up, including four books by Frances Hodgson Burnett. William Winter was prominently on its list, including "The Life of David Belasco." Richard C. Cabot's "Social Service and the Art of Healing" was a recent publishing success.

A later series of importance was that of the *Modern American Writers Series*, including "The Men Who Make Our Novels," "The Women Who Make Our Novels," and "Our Poets of Today."

Since the retirement of the founders of the firm, the business has been for several years conducted by Howard W. Cook, editorial manager and J. H. Apeler, sales manager.

Home Education Conference

JOHN J. TIGERT, United States Commissioner of Education, is calling a first national conference on home education at the University of Minnesota on May 7th. This date and place have been selected as falling in the same week with the annual meeting of the national congress of Mothers and Parent-Teachers' Association, which will bring a great many leaders in the field of home education together. Commissioner Tigert has extended to Miss Humble, as Secretary of the Publishers' Association, an invitation to participate in the conference. This gives another emphasis to the increasing recognition of the educational importance of book distribution thru trade channels.



Current Clippings

"A Week's Gleaning of Book-Trade News"

¶¶"FOUR WOMEN are writing the best fiction in America," says William Allen White, author, editor and newspaper owner. They are Willa Cather, Edna Ferber, Zona Gale, and Dorothy Canfield. The winner of last year's Pulitzer editorial prize also stated that "'Babbit' is a great satire—I speak as a Rotarian of Emporia!"

¶¶MANY PROTESTS have been received by the Province Town Players who plan to present Eugene O'Neill's "All God's Children Got Wings" at the Playhouse next month. The play concerns the unhappy love affair of a negro and a white woman. Kenneth Macgowan is reported to have said that the play will be produced exactly as printed with a cast about equally divided between whites and negroes.

¶¶"THE SHORELESS SEA," a novel by sixteen year old Mollie Panter-Downes, will be published in the early spring by Putnams. A study of the love between a married man and an unmarried woman and carries the freshness of the youthful author's point of view. Published recently in London, the book aroused both popular and critical interest.

¶¶"RELIGIOUS DRAMAS, 1924" has been published by Century. The volume is the first of an annual series. The three parts of the book are devoted to Biblical plays, fellowship plays and pageants, and other plays and pageants. It should prove a valuable source of information to all Church workers in Sunday Schools, Young People's Societies, clubs and other groups concerned with religious education.

¶¶FRANK SWINNERTON, who has overcome his first nervousness, is having a real success as a lecturer. His manager wants him to stay longer, but he must sail in March.

¶¶AT A TIME when recognition of Soviet Russia by Great Britain's Labor Government seems probable, Professor Alfred L. P. Dennis's book on "The Foreign Policies of Soviet Russia" becomes one of the time-

liest and most significant of recent political publications. Dr. Dennis has had exceptional opportunities to know at first hand the details of the ups and downs of the Soviet régime. At the American Embassy in London it was one of his duties to read all the intercepted Bolshevik letters collected by the British mail censorship. His many relations with Foreign Offices throughout the world have made it possible for him to write what forms diplomatic history of the last six years, with especial attention focused upon the relations of the Soviet Government with the United States. Dutton publishes the work.

¶¶A SECOND VOLUME of "Georgian Stories" has been arranged for by Putnam. It will contain more than thirty stories by leading British writers.

¶¶WILLIAM JENNINGS BRYAN's recent series of articles in *The Sunday School Times* on the crisis in the church today, have attracted widespread attention. These are to be published shortly by Fleming H. Revell Company, under the title "Seven Questions in Dispute."

¶¶AMONG MAGAZINE articles on health books which have appeared recently are: "A Health Book Shelf" by James J. Walsh, M.D., in *Health*, February; "A Health Education—What's That?" by Robert Gordon in *Strength*, February; "Give me Health and a Day" by James A. Tobey, in *The International Book Review*, February; "Books and Health" by James A. Tobey, in *Health and Life, March*; "Books on Public Health," a list compiled by the National Health Council in *The Library Journal*, February 1.

¶¶GRANT OVERTON, author of "The Thousand and First Night," Doran, has been ill. He was attended by Dr. Joseph Collins, author of "The Doctor Looks at Literature." Dr. Collins, by the way, has written a new book which will be published late in the spring under the title "Feeling the Literary Pulse."

Organizing and Stocking a Bookshop

Bookselling Course Hears About Bookkeeping

THE second lecture under the main head "Organizing and Stocking a Bookshop," given by Mr. Scott at the College of the City of New York, dealt chiefly with bookkeeping for booksellers.

Before venturing on this subject Mr. Scott defined "Remainders." "Remainders are books that publishers no longer find sale for. They are sold to the trade at very much reduced price." They are often good books, increasing in price later. Remainders may be bought by booksellers to their own great loss because the price may look tempting. The bookseller buys too great a number and consequently is badly "stuck." In buying them, the publisher's imprint should guide. Remainders take up a lot of room. Room is rent. Do not use space on articles that make but little money.

The young bookseller should watch prices of books from time to time especially if he is interested in the second-hand book business. In the new book business, there are many opportunities to "cash-in" on books which increase in value. That is, some books have collective value in their *first* editions. The bookseller should hold these first editions for the higher values.

The subscription book business is not a paying business for the bookseller. Discounts are small. Subscription books are sold to the public and paid for in installments, usually. The publishers have special travelers to go from house to house. Subscription books are also sold by mail circulars, and collecting takes time and trouble. There is little good-will to be developed for the bookseller by selling subscription books.

Taking up the question of bookkeeping, Mr. Scott indicated that keeping a bookshop is not to keep books. He should hire a bookkeeper and make it his business to keep the bookkeeper busy. It is important to have always a cash register and all practical mechanical devices. It is important that the bookseller should know monthly how much he owes, how much he takes in, how much he spends collecting, what is his profit, what is his loss and why there is a loss. Proper bookkeeping will show these things.

The assets of a store (the things in which money is invested) are the stock, fixtures and the store itself. The assets

represented by fixtures are not worth much to anyone else. It is important to the bookseller that he regularly "write off" 10 per cent or thereabouts from cost of fixtures each year. This is called depreciation.

Books are a different kind of asset. They are realizable. That is, they may be resold. They should be inventoried at cost. In case books are damaged, however, they must be "marked down," that is, they must be estimated at a figure below cost. The bookseller should not fool himself about his stock. Many books at the end of the month are not worth the selling price. The bookseller should send to the publishers for new wrappers when the original wrappers are worn or discolored. It often helps in keeping up the appearance and, therefore, the price of the book.

It costs about 36 per cent to run the average store, including owner's salary. If the bookseller sells a book costing \$1.34 for \$2.00, the gross profit is 66 cents. Of this 66 cents, 36 per cent is what it costs to get the gross profit. It is important for the bookseller to get from the bookkeeper *each month* a report on the condition of his business.

In order to be able to order intelligently and to follow the history of any title, Mr. Scott suggests that the bookseller have a card made and keep that card in file (reproduction of the card is shown herewith). The title of the book should be put at the top as well as publisher and author. When the original order is made, the date is put in one column and number of copies in the next. When another order is made, the date is again put in and the number of copies ordered. A third order is made and this is entered in like manner. The bookseller then has a reference card which tells him the selling history of the book.

Mr. Scott pointed out that steady sellers are the profitable books. The sudden sellers usually have sudden drops, and the bookseller who has stocked them with enthusiasm often finds that he has made not profit but a loss. It is important then to have a card and study it. When the traveler comes you are ready to take his catalog and mark it after studying this card. It is usually important to order sufficient copies to earn the best discount. One or two

copies of any book should be ordered only when a customer is waiting for the book.

Referring to the question of stock "turn over," Mr. Scott indicated that a book should be sold three and a half times every year. The more frequent a stock "turn over" the greater the profit. When it falls below a "turn over" of three times a year, the condition is bad.

A proper accounting system for a retail bookstore provides for a detailed analysis

should also keep an "accounts payable" ledger in which all money owed to publishers and others should be entered. There should be a journal in which the purchases are entered. This should be a bound book in column form with headings indicating the kind of goods, side entries giving name of person, date and amount; amount to be placed under the column showing kind of goods.

A system of bookkeeping enables the bookseller to keep in touch with his business without carrying details in his mind, and to have all information for making income tax returns.

It is important that the bookseller deposit all his money in the bank and make all payments by check. A bank book and check book then provide a system of checking the bookkeeping department. The bookseller should treat the cash register as tho it belonged to the bank. Petty cash should be secured by check. A petty cash book should be kept, and vouchers will show which way petty cash goes. Monthly balance sheets are tedious but necessary. They give the business situation each month end. The bookseller should borrow money from the bank—not

from his friends. When he goes to the bank to borrow money, he should take his balance sheets. Never borrow money you cannot use, because you never borrow money without paying for it. Keeping books is a business by itself. It should be done by a bookkeeper. The bookseller's business is to *sell* books—not keep them.

Mr. Scott referred to the pamphlet, "An Ideal Accounting System for Retail Booksellers," prepared by De Witt Carl Eggleston and published by D. Appleton & Company as a valuable guide in preparing a bookkeeping system.

SWINNERTON									
NOCTURNE					DORAN				
2/28/24	10 copies								
7/11/24	10 copies								
3/4/24	10 copies								
9/11/24	10 copies								

Type of card to show buying and selling story of a book.

of expense under proper headings. The following headings are suggested in making up statements of the cost of doing business:

Salaries (proprietor's and others), Overtime, Rent, Postage, Printing and Stationery, Advertising, Delivery, Telephone, Freight, Express, Insurance, Collecting, Repairs, Light, Ice and Towel Service, Taxes and Interest.

The bookseller should keep an "accounts receivable" book in which names of charge customers are filed. It should be loose leaf in form, arranged behind alphabetical index guides for convenience. The bookseller

English Book-Trade News

GENERAL election before the Christmas trade, a Labor Government soon after, and then—a railway strike! We are getting thoroly hardened to these unpleasant disturbances, so the news of a possible dock strike next makes us smile. There is positively no use getting into a panic, altho these varied and many upheavals play havoc with the sale of

books. But the railway strike—we are in the middle mist of it—is a most trying experience. Orders, in spite of the annoying interference, are coming in, and being despatched. Our trade feels it, probably sooner than most other trades, but it is surely a remarkable fact that it is not more badly affected. New books are appearing, publishers, so far, are keeping to their

schedule, and while this understood quarrel between masters and men is to be deplored from every point of view, it does not appear, anyhow so far, that it is going to cripple the book-trade very much. The strike will not have lasted long enough to spoil the spring. What is, perhaps, more serious, is the coming of a dock strike. Such a strike will affect the production of books probably seriously, for the materials for paper making are chiefly seaborne. There are good stocks of paper in the country, but most of these stocks are ordered for spring books, and this spring has promised to be exceptionally busy. If the ships are not to be unloaded, many later spring publications will have to be carried over until autumn, and numbers of reprints will have to be postponed. Obviously, such a happening will be serious also for printers, book-binders and booksellers. During 1923 we received from outside sources 631,400 tons of paper of which 192,000 tons were printings and writings. We received last year 80,000 tons more than in 1922. In addition to this the docks are made use of for a very extensive coasting trade, bringing paper from the Scottish mills.

Hutchinson Partner Retires

J. A. Spencer, who has been connected for so many years with Hutchinson & Co. has retired from the firm. The remaining partners, Sir George Thompson Hutchinson, and Walter Hutchinson, will carry on the business under the same name.

Books on wireless and mah jong are greatly in demand, particularly the former. Interest in wireless is extending in all directions, and there is a great demand for simple handbooks dealing with the subject.

In a recent interview, says *The Bookseller*, Fisher Unwin gives some speculations on the effect upon books of broadcasting, and the cinemas. As regards cinemas and their effect upon books he is frankly optimistic, and he expects one result will be an increase in the number of book readers. Contrary to first expectations, sales of books have not been lessened, but rather increased. Sometimes the film has created a public for a book, while both theatre and cinema can give a new lease of life to a book that is already fairly well known. He does not think the price of novels is likely to go down. There is now a much smaller margin of profit, and much of it goes to the bookseller, who now has a better chance, and in consequence the trade is attracting better brains than it did. First novels have a much better chance now than they had fifty years ago, when they were rarely pub-

lished, except at the author's expense. Authors are now learning to write at the length that the public wants. Short novels are not acceptable, and they accordingly write them now a marketable length. Fisher Unwin was the first publisher to start a prize novel competition, and the numbers now received in competitions is increasingly great. Altogether it is fairly plain that his outlook on the future of books and publishing is distinctly hopeful rather than the reverse.

Frankau To Speak

The first of the lectures arranged for this spring by the Society of Bookmen, is being held at the famous Stationers' Hall, when Gilbert Frankau speaks on the subject of "The Author and the Bookseller." The chair will be taken by Norman Davey the novelist, whose book "The Pilgrim of a Smile" received considerable applause on both sides of the Atlantic.

Two further lectures have been arranged; one by John Buchan, on "New and Old: Some Modern Developments in Literature and their Relation to the Canons of the Past," and the other by Stanley Morrison on "Book Production with Variations."

Messrs. Maggs Brothers have issued a most interesting brochure describing their beautiful rooms in Conduit Street where they display, in accordance with ancient monastic custom, illuminated Mss. and early printed books. These medieval rooms have been expressly built and arranged for this purpose, and were designed by John A. Campbell, of Buckingham Street, Strand, in the spirit of the early fifteenth century, as will be seen from the illustration which we have reproduced. The setting and environment of these Mss. and books are aesthetically attractive from every point of view.

Miss Jenison's Book in England

Mr. Cape has given good literary service in behalf of America, in bringing out an English edition of Miss Jenison's "Sunwise Turn." He has put a very nice cover and wrapper on it as may be imagined. It is good for us to know more about the "human comedy of bookselling" as seen thru American eyes, and one hears that this pleasingly printed book is interesting quite a number of people, both booksellers and the public generally. We hope that the sales will be good, for the volume is well worth reading for its own personal interest.

The twelfth annual dinner of the International Association of Antiquarian Booksellers was held last week, when the President of the association, Major G. B. Bowes,

M.A., was in the chair. The speakers were the Marquess of Hartington, M.P., President of the Library Association, and John Drinkwater, both of whom replied to the President's welcome to the guests, the Provost of Eton (Dr. W. R. James, F.S.A., F.B.A.) who proposed the toast of "Literature," Professor Sir Israel Gollancz, LiH.D., F.B.A., who with Miss Rose Fyleman responded, and Mr. G. H. Grubb, Chairman of the Publishers' Circle, who gave the toast of the Association.

We take the following from *The Daily News*:

The classics can now be bought by the masses at a price they can afford. Sixpence will buy a copy of the following old favorites which are being printed by the Readers' Library Publishing Co., Ltd.:

Tale of Two Cities.

Vicar of Wakefield.

Silas Marner.

Scarlet Letter.

Tales of Mystery.

Jane Eyre.

Water Babies.

Luck of Roaring Camp.

Alice in Wonderland.

Gulliver's Travels.

They are of pocket size, printed in clear-cut type and well bound in red cloth, blocked in gold. This revolution in cheap printing is due to a machine which prints, assembles, cuts and binds all the pages of a book at the rate of 5,000 an hour. Highly skilled labor is required to operate the invention.

"Up to date," said Derwent Hall Caine, the managing director of the firm, "we have sold 1,300,000 volumes during the six weeks we have been on the market. We began distributing from the Woolworth shops.

"We hope to bring out a library of 100 classics and popular copyrights. We make the rule not to publish any copyright book which has not sold over a million copies and appeared in a dearer edition."

Visiting American publishers are Mr. Rich, of Small, Maynard & Co., Mr. Jenkins of Little, Brown, Mr. Wells of Harper, and Mr. Alcy of the Bobbs-Merrill Co. Mr. Dominick of Stokes is expected in the near future.

Much regret is being expressed by publishers, and many others who knew him, on the announcement of the death of W. W. Appleton. The London office of the company was closed on the day of the funeral. Many remember the charm and courtesy of Mr. Appleton who had commenced coming to London (he was here

for a long period at one time) so many years since.

Among the best selling books are the following:

Straus's Unseemly Adventure.

Panther-Downes's The Shoreless Sea.

Conrad's The Rover.

The House Made with Hands.

Moss's Defeat.

Bibesco's Fir and the Palm.

Drama Revival Planned by Provincetown Players

KENNETH MCGOWAN, author of books on the drama and director of the Provincetown Players, has announced before the performance of "Fashion" at the Provincetown Playhouse on the afternoon of February 24th that arrangements are being made for the Players to take over the Greenwich Village Theater for the presentation of new plays. It was decided to form a corporation to further the project. Mrs. Willard Straight, Otto H. Kahn, and James Rosenberg subscribed to \$5,600 worth of stock. An initial sum of \$20,000 is needed to cover "the risk in art."

The present Provincetown Playhouse will be retained following the acquisition of the Greenwich Village Theater. Among the new plays being considered for the Players' new venture are O'Neill's "All God's Chillun Got Wings," Stark Young's "The Saint," "King Hunger," adapted from the Russian, several Shakespeare comedies, and revivals of plays which have failed "uptown" but which are considered to have possibilities. The Provincetown Players also have options on the new works by Eugene O'Neill, Stark Young, and Sidney Howard.

Wins Movie Review Prize

ROBERT M. McBRIDE & Co. have announced the winners of the \$1,000 in prizes offered by them in coöperation with Norma Talmadge and the Associated First National Pictures, Incorporated, for the best review of their novel, "Ashes of Vengeance," by H. B. Somerville and the Norma Talmadge picture of the same name. The winners, who receive their prizes from Rudolph Valentino at the Rivoli Theater were:

First Prize (\$500). William J. Flynn of Brentano's, Chicago.

Third Prize (\$100). Edward Frank Allen of Longmans, Green & Co., New York.

Bringing Books to Guilford

By Andrew Millar

THE New Idea Club consisted of forty-five members. Each one represented a different business or profession. The club had originally been organized with exchange of business as a prominent part of its plans but after a few months of activity along these lines, the wise members foresaw that no permanent value could come from an organization whose aims were purely self-centered. By the time Paul came to Guilford, the matter of business exchange was seldom mentioned. The club had backed various projects that made life more livable in Guilford. A summer camp for boys and girls was a pet activity of the club, and the members gave freely of their time and money to make it a success. During the war every member of the club had been a Liberty Bond salesman and had taken part in various other war activities.

Just at this time, the club was trying to organize a Community Chest, so that the money raised for charitable purposes might be more economically collected and administered. Scarcely a week went by that the merchants of Guilford were not solicited for this project or that, sometimes on a commission basis or for a cause that in itself did not merit support due to inefficient handling of its funds. The plan of the Community Chest was to centralize all the worthy activities into one fund. The New Idea Club had taken the lead in this movement which was just reaching the stage of the actual solicitation of funds at the time when Paul opened his bookstore. Mr. Clionel, the architect, was president of the club, and Mr. Penton, Paul's friend, had been his immediate predecessor.

CHAPTER XIX Community Interests

THE tranquility and boredom associated with existence in small cities is entirely lacking in the daily life of one endeavoring to establish a bookstore. With his shop scarcely a week old, Paul Traynor has narrowly escaped between the horns of numerous dilemmas and the manoeuvring of his craft between Scylla and Charybdis has taxed his youthful skill.

Drug store competition, the difficulty of beguiling patrons into taking the books they have ordered, and advertising complexities are but a few of the hourly problems which have made the days pass quickly. Now, in accordance with the best literary and meteorological traditions, the clouds, at least temporarily, roll by.

One day, Paul was agreeably surprised to have Mr. Clionel call and ask for a few minutes' interview. Mr. Clionel questioned Paul quite closely about his plans and ambitions and also about his training and other personal matters. Paul answered all inquiries in a candid spirit tho he was a bit puzzled as to the reason for them—nor did Mr. Clionel enlighten him. As he was leaving the architect remarked, "I am glad to see so fine a spirit, Mr. Traynor. I am quite sure you are going to make a splendid success of your undertaking." To cover up his motive, Mr. Clionel made a purchase of some stationery. A few days later Mr. Penton called and taking Paul aside, put him thru a similar third degree and asked a few personal questions, such as age, and education, that led Paul to believe that the visit was not casual but was inspired by some unexplained purpose.

A few days later the lawyer member of the club, Mr. Archibald Stacy, came in and after introducing himself—or rather re-introducing himself, for he had met Paul at the occasion of the famous raid by the New Idea Club. He discussed Paul's situation in a way that he tried to make appear casual. Paul was just as frank as he had been with Mr. Clionel and Mr. Penton but when Mr. Stacy had gone, he said to Mrs. Cantry: "Those men are up to something. Three of them have asked me practically the same questions." He did not tell Mrs. Cantry but he had his well-defined suspicions as to what it was all about and he was not at all surprised when a note arrived inviting him to membership in the New Idea Club, for Messrs. Clionel, Penton and Stacy formed the very cautious

membership committee. The dues were twenty dollars annually and there was an initiation fee of twenty-five dollars, but after discussing the matter with Mr. Penton, Paul decided to accept. Before doing so, and quite in a spirit of fun, he put Mr. Penton thru a similar third degree examination as to the purposes of the New Idea Club. Of these, Mr. Penton gave a glowing account.

The third week in September found Paul a full-fledged member of the New Idea Club. He felt reasonably satisfied with his business progress so far. His second week's sales had reached a total of two hundred dollars and the Saturday had been particularly good, the total for the day running to sixty dollars of which over twenty had been taken in after six o'clock. He felt that while exchange of business was not a cardinal feature of the club, that the increased acquaintance would be very helpful. Besides this, Paul was full of youth's altruistic zeal and he was filled with enthusiasm at doing something for community betterment. Already Paul promised himself when the first hard work of getting established was over and when he had completed the evening school studies at the Y. M. C. A. that he would take a very active part in Boy Scout work. He desired to be a Scout Master but felt that this must be postponed for the time being. He was likely to be tied up practically every evening when the Y. M. C. A. courses began.

Paul found that he could take up typewriting on Monday and Thursday evenings and sign-writing on Wednesday and Friday. The latter course for the comparatively simple requirements he had in mind could be completed by November 15th. Then it would be necessary to drop all studies during the holiday period, but after that Paul planned to study book-keeping, which he found he could do on the same evenings previously devoted to the sign-writing course. He hoped that the pre-holiday training in typewriting would prove sufficient.

"That's a strenuous program," Paul had observed to George Burton, who had gone with him to enroll. "But I think it will be worth while." Burton who had taken up the sign-writing course the previous winter enrolled for the bookkeeping course and later expected to study advertising. "You two are certainly very ambitious," Mrs. Cantry had commented.

Of course, Paul's main reason for joining the New Idea Club was not the business that he expected to get from his fellow members. He did feel, however, that his

job was to create a book-buying and book-owning clientele in Guilford, a town in which such an element was now almost wholly non-existent. To accomplish this, Paul well realized was by no means an easy task. To secure the hearty coöperation of nearly fifty of the men who were the natural leaders in Guilford was eminently worth while. Paul felt that as time progressed he could secure this coöperation without unduly stressing his own commercial advantage, by placing the whole matter on a higher plan, taking the view that a bookstore was an essential cultural center in any community and deserved support on this account. Paul saw that all this presupposed high ideals on his own part and the maintenance of high standards in his establishment. His plans, however, had never contemplated anything less and he was willing to get along on a fair living only, for the present, if the store could be made to maintain a fairly representative, if small, stock of good literature, standard and modern. Paul explained his point of view to Mr. Penton who said that he considered it in every way a worthy one.

It was the practice in the New Idea Club for the Acquaintance Committee to initiate new members by imposing some task upon them that would introduce them to their fellow members personally. The day before the first meeting Paul was to attend he was called before the Acquaintance Committee. The chairman, Ronald Bessick, read him a most solemn discourse upon the subject of the aims and purposes of the New Idea Club, after which another member of the committee questioned him in regard thereto. Paul's answers were pronounced satisfactory but the chairman owlishly announced that to seek admission to the New Idea Club was a high crime subject to severe punishment. He agreed, however, that he would place Paul upon probation and ordered him personally to call upon every member of the club at his place of business. Paul was not a bit displeased with his sentence and felt sure that it gave him an easy way to enlarge his acquaintance.

The next day at the luncheon meeting Paul was presented to the club by his sponsor, Mr. Penton. Mr. Penton made some remarks half jocular, half serious. Paul had been warned that a few words would be expected from him and he was prepared tho naturally a good deal "fussed" about appearing before so many men, all older than himself. He got by very nicely however, with a modest statement of his plans and hopes which elicited much applause.

Paul was a little upset when President Clionel called him to order somewhat sharply and fined him ten cents for saying "Mr. Penton." The use of the first name was compulsory in the New Idea Club and the slightest slip meant a fine. To call Mr. Penton "George" seemed almost disrespectful to Paul and he was most thankful that Mr. Pelham was not a member of the club for to call him "Samuel" would surely have been beyond Paul's powers. Even Mr. Forthright, the clergyman member, was not immune but was called "Frank" by all his fellow members.

After the meeting, the program committee took Paul aside and informed him that every member was expected to give a business talk before the club. Paul was told that his opportunity would come the first week in November and that he could have as much time as he needed up to twenty minutes. Paul was highly pleased with his first experience of New Ideaism and felt that his membership would give him a place among Guilford's business men. Mr. Clionel, finding that Paul could sing, immediately appointed him song leader, a position that had remained vacant in the club for some time due to lack of proper material.

Paul set apart a half hour each day to make his calls upon the New Idea members and planned in this way to complete the job in less than three weeks. Paul did not intend it so but the visits took on the nature of a canvassing tour, for twenty-five of the members called upon placed orders for books, a circumstance that led Paul to make office calls a regular part of his business routine. Paul felt every confidence in Mrs. Cantry and saw no reason why an hour or so in the morning might not be spent in taking books directly to the business men of Guilford. He placed the names of all of his fellow club members upon his mailing list to receive *Books of the Month*, for which he had placed a modest order for two hundred and fifty copies monthly.

All in all, Paul felt that his election to membership in the New Idea Club was sure to be worth while from a personal as well as a business angle. So with keen determination he began to plan for his business talk before the club the first week in November.

(To Be Continued)

PHILIP GUEDALLA has given up his practice as a London lawyer to devote his entire time to critical and historical writing. He is now at work on a new book for publication next season.

Exhibition at New Art Shop

J. B. NEUMANN'S Print Room at 19 East J. 57 Street will hold an introductory exhibit of "Graphic art with individuality from the XVth Century (Primitives) to the New Primitives of today." The exhibit will continue from February 18 to March 31. It will include early woodcuts from Block Book to 1500—woodcuts, etchings and lithographs by Goya, Rowlandson, Delacroix, Daumier, Van Gogh, Gauguin, Cézanne, Rodin, James Ensor, Bresdin, Redon, and Munch. Graphic works of the newer movements of art will also be represented.

Mr. Neumann says of his Print Shop, "I want to give lovers of art the opportunity of discovering them (modern masters), in the course of my endeavors to stimulate fruitful relations between artist and collector. This collection of European art is not meant to set before the public everything that one can set hands on; it is meant rather to show what I would like to do in American art—which is to represent the new American art here and abroad, to establish close relations with the new generation, and to cooperate with them in a common work."

Paris School of Library Work

THE second year of the Paris Library School, which is endeavoring to make practically available to France the best modern methods developed in this country, will open its second summer session under very favorable circumstances. Sarah C. N. Bogle, the director, sailed on March 1st with Mary P. Parsons, formerly librarian in Morristown, who is resident director of the school. Josephine Adams Rathbone, first director of the Pratt Institute School of Library Science, will assist in the opening. Theresa Hitchler of the Brooklyn Public Library is to be chief instructor in cataloging, and W. W. Bishop, librarian of the University of Michigan Library, is to be among the lecturers. Exchange courses have also been arranged with the Library School of the University of London, of which Ernest Baker is director.

¶ ALFRED LOISY tells of his long struggle to reconcile his loyalty to the Catholic Church with his conception of scientific and historic truth in his "My Duel With the Vatican." An introduction by Richard William Boynton discusses the career of Loisy and the significance of his work. The book will be published by Dutton late in March.

JOHN HARPER

JOHN HARPER, for many years one of the firm of Harper & Brothers, died at Le Vesinet, France, on February 28th. He was sixty-eight years old. He went abroad a month ago intending to establish a permanent residence there.

Mr. Harper was born in New York, the son of J. Abner Harper, whose father, John Harper, founded the publishing firm in 1817. Graduating from Columbia University in 1877 he immediately afterward became associated with the publishing company. He retired from active business twenty years ago. His home was in New Windsor, N. Y. He is survived by his wife and three daughters.

Detroit Bookman Abroad

FRANK B. WILLIAMS, well-known bookman associated with the leading booksellers of Detroit for many years, sailed for Europe on the S. S. Olympic on March first. Mr. Williams has been steadily in the harness during his long career and is now taking a greatly needed rest. Mr. Williams goes directly to Paris where he will meet his daughter who has been studying art in that city. She will accompany him on his trip which will take him to England, France, Switzerland and Italy. The good wishes of the bookselling fraternity will go with Frank on his journey. His address will be care of The Bankers Trust Company, Paris, where he will be pleased to hear from any old friends or to perform any service that might be useful.

Periodical Notes

Sports Graphic, a magazine on general sports, is to be published by Centurian Publishers, a corporation allied with the Century Co. of New York. The concern publishes also the *American Golfer*. The new magazine will be issued every other week, alternating with the *American Golfer*. Both magazines will be distributed thru the stores of the United Cigar Stores, Inc.

DR. FRANK P. GRAVES, due to the increasing pressure of his official duties as Commissioner of Education of New York, and after four years of service to the magazine, has resigned the Editorship of the *Educational Review*, his resignation to become effective after the issue of May, 1924. William McAndrew, Superintendent of the Chicago Schools, becomes Editor with the June issue.

Personal Note

HARRY V. PATTERSON, former president of the Brotherhood of Commercial Travelers and one of the most widely known of the publishers' travelers, has recovered from his long illness sufficiently to accept a position with The Turner Subscription Agency at 30 Irving Place, New York, as Associate Sales Manager. For fifteen years Mr. Patterson represented Harper from coast to coast, and made hosts of loyal friends.

In 1919 he went with the Cosmopolitan Book Corporation. After the first year he was unable to continue his trips, but notwithstanding failing health, a position was made for him for nearly two years more when he was obliged to entirely abandon even the lightest office work. For three years his friends have been saddened by the reports from his sick room. With the beginning of the New Year, there has been a change for the better. He is now able to spend most of the day in his wheel chair and works three to four hours regularly, and the pleasure of corresponding and again doing business with old acquaintances, is bringing him new courage and strength.

Many old friends in the Brotherhood of Commercial Travellers have sent constant words of hope and cheer during his long illness and are delighted to know that his returning strength permits him to begin work again and to correspond with his old acquaintances in the book-trade or on the road.

Business Notes

BOSTON.—Smith & McCance have now moved to their new quarters at 5 Ashburton Place on Beacon Hill, a few doors from Goodspeed's branch store. Ashburton Place is parallel to Beacon back of Hotel Bellevue. Andrew McCance is one of Boston's best known dealers who moved to his late location on Park St. after many years on Bromfield St.

PHILADELPHIA.—Campion and Company moved on March 1 into two stores. At 126 South 16th Street the current publications are carried; and at 1821 Walnut Street, there are fine books, de luxe sets, etc.

WASHINGTON, D. C.—A bookshop called "The Best Cellar" has been opened at 1623 H Street by Mary B. Ladd and Katharine Ladd.

Correction

IN the obituary notice of J. M. Ruston in the February 23rd issue his name was inadvertently given as Raston.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Aborn, T. L.

The treatise to Theophilus; notes on the gospel according to St. Luke; 2 v. 763p. D [c. '24] Milwaukee, Morehouse Pub. Co. set \$6

Adler, Felix

The reconstruction of the spiritual ideal. 218p. D c. N. Y., Appleton \$1.50
Hibbert lectures delivered in Manchester College, Oxford, May 1923, by the leader of the New York Society for Ethical Culture.

Alarcón, D. Pedro Antonio de

El final de Norma; ed. with notes and vocabulary by Leslie Parker Brown. 289p. il. D (Internat'l mod. language ser.) [c. '24] Bost., Ginn \$1

A class edition for students who have had some work in an elementary reader.

American Joint Committee on Horticultural Nomenclature

Standardization plant names; a catalog of approved scientific and common names of plants in American commerce. 546p. D [c. '23] Salem, Mass. [Author] \$5; flex. cl. \$6.50

Baillie, J. B., and others

Contemporary British philosophy; personal statements (first ser.); ed. by John Henry Muirhead. 432p. O (Lib. of philosophy) '24 N. Y., Macmillan \$4.50

A group of essays setting forth the philosophical beliefs of some of the foremost British thinkers of the day.

Balwin, Simeon Eben

The young man and the law. 171p. (bibl. footnotes) D (Vocational ser.) '24c. '20 N. Y., Macmillan \$1.60

The author was for many years professor of law in the Law School of Yale University and has also served as associate and chief justice of the Supreme

Court of Errors of Connecticut and as Governor of his state.

Barker, Lewellys Franklin, M.D., and Cole, Norman Brown, M.D.

Blood pressure: cause, effect and remedy. 153p. D c. N. Y., Appleton \$1.25

Two Johns Hopkins professors give information in plain, readable English on the much discussed and much misunderstood subject of blood pressure, its relation to health and long life.

Biederman, Dr. Rudolf, comp.

Chemiker—Kalender, 1924; 2 v. various p. T '24 N. Y., Lemcke & Buechner set \$2.50

Blunt, Reginald, ed.

Mrs. Montagu, "queen of the blues"; 2 v. various p. O '24 Bost., Houghton set \$10

Bolton, Sarah Knowles [Mrs. C. E. Bolton] Famous American authors; rev. and enl. ed. 325p. il. [c. '87, '15, '24] N. Y., Crowell \$2

All the twenty-one authors here included have been elected to the "Hall of Fame."

Bowler, Marion E., ed.

Stories by contemporary French novelists; ed. with short critical study of each author, notes, exercises, and vocabulary. 203p. (bibl.) front. (por.) D (Internat'l mod. language ser.) [c. '24] Bost., Ginn 76 c.

Including, among others, stories by Henry Bordeaux, Romain Rolland, Remy de Gourmont, Colette Willy and Henri de Regnier.

Brenchley, Winifred Elsie

Manuring of grass land for hay. 154p. diags. O (Rothamsted monographs on agric. science) '24 N. Y., Longmans \$4.20

Brewer, R. F.

The art of versification and the technicalities of poetry; with a new and complete rhyming dictionary; rev. ed. 391p. D '23 N. Y., Standard Bk. Co., 118 E. 25th St. \$3

Abernethy, Larkin Samuel

Abernethy cuvinear shorthand; various p. O '23 Weatherford, Okla., [Author], apply

Allee, Warder Clyde, comp.

Synoptic key to the phyla, classes, and orders of animals; with particular reference to fresh-water and terrestrial forms of the moist temperate region in North America; based on a compilation originally made by V. E. Shelford. 71 p. (bibl.) D [23] Chic., Univ. of Chic. Press. pap. 75c.

Bailey, T. L.

The geology and natural resources of Colorado county; 159 p. il. O '23 Austin, Tex., Univ. of Texas pap. apply.

Basic Feeds Co.

The importance of proper feeds, properly fed; 15 p. T (feed fundamentals, v. 2, no. 2) '24 Lockport, Ill. [Author], pap. 20c.

Brown, Elmer Ellsworth

Victory, and other verse. 43p. D [c. '23] N. Y., Century \$2

Buck, Charles Neville

A gentleman in pajamas. 312p. front. D [c. '24] N. Y., Century \$2
The story of an engaging crook whose slogan is "fewer and better burglaries."

Cannan, Gilbert

Letters from a distance. 169p. D '24 N. Y., Seltzer bds. \$2.50
A travel book in letter form recounting what Cannan found in the African continent.

Chamberlin, Henry Harmon

The master knot, and other poems. 135p. O [c. '23] Bost., Cornhill \$2.50

Coghlan, Philip

Gemma Galgani, a child of the Passion. 122p. il. S '23 N. Y., Benziger Bros. bds. 60 c.

Cohan, George Michael

Broadway Jones; a comedy in four acts. 122p. il. D (French's standard lib. ed.) c. '12, '23 N. Y., S. French pap. 75 c.

Confessions of a prima donna, The. 300p. O c. N. Y., Stokes \$2.50

The anonymous life story of an American singer who won triumphs in Italy but returned to America to a less enthusiastic reception only to emerge triumphant later in leading rôles of the Metropolitan Opera House.

Cooper, Mabel Lee

Favorite stories; library ed. 463p. il. D [c. '23] Dallas, Tex., Southern Pub. Co. fab. \$3

A collection of popular stories told by Miss Cooper to thousands of school children all over the South. Most of the stories are original, but some have been adapted from longer works and inserted from other volumes.

Crawford, Jack Randall

I walked in Arden. 295p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Cushing, Catherine Chisholm

Pollyanna; a comedy in four acts; adapted from the story by Eleanor H. Porter. 110p. il. D (French's standard lib. ed.) c. '15 N. Y., S. French pap. 75 c.

Darlow, Rev. Thomas Herbert, comp.

1001 Bible problems. 83p. D ['23] N. Y., Doran \$1

A book of questions and answers about the Bible.

Dashiell, Nellie E.

Catalina; a poem. no p. il. O c. Wash., D. C., Dashiell Pub. Co., 1236 11th St., N.W. fab. \$2.25

An historic poem of the island of Santa Catalina.

Davidson, Donald

An outland piper [verse]. 90p. D c. Bost., Houghton bds. \$1.25

Dorrance, James French

Never fire first. 309p. front. D [c. '24] N. Y., Macaulay \$1.75

A Canadian Northwest Mounted story—the romance of Sergeant Seymour and Moira O'Malley who arrives mysteriously at a police post in the dead of winter.

Drew, Kate

The revival at Broad Lane. 284p. front. (pors.) D [n. d.] Los Angeles, Biola Bk. Room \$1.75

A story based on facts taken largely from the experiences of the author, an English evangelist.

Fessenden, Reginald Aubrey

The deluged civilization of the Caucasus isthmus. 139p. maps Q '23 c. Bost., Mass. Bible Society, 41 Bromfield St. pap. \$5

Partial contents: The Geography of Greek and Semitic mythology.—The physical characteristics of the Caucasus isthmus and their influence on primitive theology and science.—By-products of history.—Solution of the problems.

Forbes, James

The famous Mrs. Fair; a play in four acts. 103p. D (French's stand. lib. ed.) c. '19, '20 N. Y., S. French pap. 75 c.

Fortescue, Adrian

The Uniate eastern churches; the Byzantine rite in Italy, Sicily, Syria, Egypt. 244p. O '24 N. Y., Benziger Bros. \$3

Frankau, Gilbert

Gerald Cranston's lady. 433p. front. D [c. '24] N. Y., Century \$2

An English story of high finance, in which a man buys and pays for a woman of title and finds that he has obtained more and less than he bargained for.

The love story of Aliette Brunton. 487p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

French occupation of the Ruhr. 119p (10p. bibl.) D (Reference shelf, v. II; no. 4) '24 N. Y., H. W. Wilson 90 c.

Being the debate between Bates College and the Oxford Union Society of Oxford College, England, which took place in Lewiston, Maine, September 27, 1923.

Friel, Arthur O.

The pathless trail. 337p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Gluck, Sinclair

The white streak. 319p. D [c. '24] N. Y., Clode \$2

New York's underworld figures in an exciting detective story with rather more than the usual number of shootings and false clues.

Goodrich, W. Francis

Pulverised fuel; a practical handbook. 223p. il. D '24 Phil., Lippincott \$4.50

Clark, Salter Starrs

The examiner's book; a manual of title searching for the guidance, and assistance of examiners in the Title Guarantee and Trust Co. Various p. il. O '23 Brooklyn, N. Y., Title Guarantee and Trust Co. apply

Culver, Frederic

Stock of cooperative apartment buildings as an investment; no p. O [n. d.] N. Y., Joint-Ownership Construction Co., 342 Madison Ave. pap. apply

Douglas, George William, D.D.

Spiritual healing and the Holy Communion; the

new practice and the Old Sacrament. 41 p. T '23 Milwaukee, Morehouse Pub. Co. pap. 35c.

Federal income tax index; supplement to v. 1; comp. by staff of accountants, lawyers and income tax specialists; Jan. 1, '22 to Jan. 1, '24. 440 p. O [c. '24] Newark, N. J., Income Tax Index Service pap. apply

Fisher, Willard J.

The brightness of lunar eclipses, 1860-1922. 60 p. il. O (Smithsonian misc. calls., v. 76, no. 9) '24 Wash., D. C., Smithsonian Inst. pap. apply

Greenan, John T., and Meredith, Albert B.

Everyday problems of American democracy. 523p. (bibl.) D [c. '24] Bost., Houghton \$1.60
A discussion of the social, political and economic problems of the United States, arranged for high school students.

Greene, Rev. Louis

The shepherd of the East. 102p. D [c. '23] Bost., Roxburgh Pub. Co., Inc., 41 Court St. \$1.35

Haanel, Charles Francis

Cause and effect, by the author of the master key system. 335p. O '23 c. '22, '23 St. Louis, [Author] 709 Pine St. \$3.60
An explanation of the subconscious mind.

Harper, Charles G.

Queer things about London; strange nooks and corners of the greatest city in the world. 256p. il. D '24 Phil., Lippincott \$2.50

Hazlitt, William

The best of Hazlitt; comp. by Percival Presland Howe. 211p. S ['23] N. Y., Doran \$2

Henderson, Archibald

Washington's southern tour, 1791; lim. ed. 369p. il. Q c. '24 Bost., Houghton \$15

Hennings, Margaret A.

England under Henry III; illustrated from contemporary sources. 293p. D (Univ. of London intermediate source book of history, no. v) '24 N. Y., Longmans \$3.50

Hewitt, W. H.

Mungo Park. 76p. (bibl.) il. D (Pioneers of progress; empire builders) 523 N. Y., Macmillan \$1
The story of the eminent African explorer.

Heyward, Du Bose

Skylaws and horizons [verse]. 74p. S c. N. Y., Macmillan \$1.25

Hodous, Lewis, D.D.

Buddhism and Buddhists in China. 95p. (4p. bibl.) S (The world's living religious ser.) c. N. Y., Macmillan \$1.25

Howard, Russell

Surgical emergencies. 224p. il. D '24 N. Y., Longmans \$2.50
Information for the general practitioner, emergency officer and house surgeon.

Huebner, Grover Gerhardt

Agricultural commerce; new ed. rev. and enl. 545p. (bibl.) il. maps O '24 c. '15, '24 N. Y., Appleton \$3
Intended as a text book for use in agricultural colleges and schools of commerce in agricultural commodities.

Isman, Felix

Real estate in all its branches. 318p. D c. N. Y., Appleton \$1.50
A "how to do it" book of the real estate field, offering expert guidance in what to buy and what not to buy.

Johnsen, Julia E., comp.

League of nations. 121p. (16p. bibl.) D (Reference shelf, v. 2, no. 3) '24 N. Y., H. W. Wilson 90 c.

Jones, Hugh Percy, ed.

Dictionary of foreign phrases and classical quotations; new and rev. ed. 552p. O '23 N. Y., Standard Bk. Co., 118 E. 25th st. \$4
Comprising 24,000 idioms, proverbs, maxims, mottoes, technical words and terms, and press allusions from the works of the great writers in Latin, Greek, French, German, Italian, Spanish and Portuguese. Alphabetically arranged, with English translations and equivalents.

Kandel, Isaac Leon, ed.

Twenty-five years of American education; collected essays. 485p. (bibl.) c. N. Y., Macmillan \$2.25

Essays in which former students of Dr. Paul Monroe show their appreciation of his twenty-five years of service as professor of education, Teachers College, Columbia University.

Keezer, Frank H.

A treatise on the law of marriage and divorce, with synopses of the marriage and divorce statutes of all states and containing complete forms for all purposes; 2nd ed. rev. and enl. 1211p. O [c. '23] Indianapolis Bobbs-Merrill buck. \$10

Kelllett, Ernest Edward

Suggestions. 212p. D '23 N. Y., Macmillan \$3
Literary essays on Shakespeare, Macaulay, Chaucer, Dryden, Shelley; etc.

Kenney, Rowland

A pedlar's pack. 256p. D '24 N. Y., Seltzer \$2
Stories full of all the grim humor and violence that characterize the lives of laborers and roistering dockhands in London, Manchester and Liverpool.

Grant, Rev. Frederic C.

The way of peace; three devotional addresses to women. 48 p. D [c. '24] Milwaukee, Morehouse Pub. Co. pap. 50c.

Guerry, Bp. William A.

The virgin birth. 15 p. T [n. d.] Milwaukee, Wis., Morehouse Pub. Co. pap. 10c.

Hall, Bp. Arthur C. A.

Meditation on the creed. 183 p. T [n. d.] Milwaukee, Morehouse Pub. Co. pap. 25c.

Harris, George S.

Courts of New Jersey; no p. O '23 Newark, N. J., New Jersey Law School Press pap. 25c.

Hartman, Ernest F.

Wood preserving terms. 85 p. O '22 N. Y., Protextol Corp., 34 Barclay St. pap. \$1

Henley's 222 radio circuit designs. 271 p. il. D '24 c. '23 N. Y., Norman W. Henley, 2 W. 45th St. pap. \$1

Houghton Mifflin Co.

Park street, new and old, 1828-1923. 15 p. il. S [n. d.] Bost., [Author] gratis

Jackson, Homer Wesley, ed.

Artificial incubating and brooding; a complete guide to the successful hatching and rearing of chicks by modern artificial methods. 110 p. il. Q c. 22 Dayton, O., Reliable Poultry Journal pap. \$1

Joint-Ownership Construction Co.

A primer or A. B. C. giving in plain language an explanation of a 100 per cent joint-ownership or cooperative apartment building under the Culver plan; no p. S [c. '23] N. Y., [Author] 342 Madison Ave. pap. apply

The Culver plan briefly told; no p. O [n. d.] N. Y., [Author] 342 Madison Ave. pap. apply

King, Basil, i. e. William Benjamin Basil
The empty sack. 446p. front. D (Popular copyrights) [c. '21] N. Y., Grosset 75 c.

Knibbs, Henry Herbert
Wild horses; a novel. 279p. D '24 c. '23, '24 Bost., Houghton \$2
A romance of Arizona by the author of "The Ridin' Kid from Powder River."

Knickerbocker, Edwin Van B., ed.
Twelve plays. 347p. D [c. '24] N. Y., Holt \$1.48

Contents: Where But in America; The Forfeit; Poor Maddalena; Playing With Fire; The Stepmother; On Vengeance Height; A Marriage Proposal; A Pipe of Peace; Enter the Hero; The Pot Boiler; Over the Hills; The Game of Chess. All twelve of them can be effectively acted by inexperienced players.

La Motte, Ellen N.
The ethics of opium. 205p. (bibl. footnotes) D [c. '24] N. Y., Century \$1.75
A survey of the world situation as regards opium.

Lawson, James Gilchrist
The world's best epigrams; pungent paragraphs containing the best modern epigrams, proverbs and puns gleaned from the world's periodicals. 244p. D [c. '24] N. Y., Doran \$2

Livesay, Florence Randal
Shepherd's purse [verse]. 67p. D '23 c. N. Y., Macmillan bds. \$1.50

Magruder, Mary Lanier
Wages. 308p. D c. N. Y., Harper \$2
A tale of the Kentucky lowlands, concerned largely with the life of a woman of thirty whose high-spirited and somewhat cold nature gradually changes under the influence of the impetuous, passionate and sensitive personality of Stephen Gower, a young doctor.

Marks, L. E.
English grammar. 95p. D (Globe outline ser.) [c. '23] N. Y., Globe Bk. Co. 73 c.; pap. 60 c.

Matthews, Mark A., D.D.
Gospel sword thrusts. 156p. D [c. '24] N. Y., Revell \$1.25
Characteristic addresses by a Fundamentalist, the pastor of the first Presbyterian Church, Seattle.

Mavity, Nancy Barr
Hazard. 311p. D 24 c. '23, '24 N. Y., Harper \$2

A first novel telling the story of a tomboy who rebels against her thoroly conventional family and insists upon establishing her own personality.

Millay, Edna St. Vincent [Mrs. Eugen Boissevain]

Aria da capo; a play in one act. 51p. D [c. '20] N. Y., Harper \$2

Originally published in 1921 by Frank Shay. The volume contains also the author's suggestions for the production of the play.

Montgomery, James
Nothing but the truth; a comedy in three acts, from the novel of the same name by

Frederick S. Isham. 107p. front. D (French's stand. lib. ed.) [c. '14-20] N. Y., S. French pap. 75 c.

Morgan, Robert Burns, ed.
Readings in English social history, from pre-Roman days to A. D. 1837. 615p. il. O '23 N. Y., Macmillan \$5.50

Writers of the various periods bring back the England of former days thru their descriptions of food and clothing, games, methods of lighting, education, trade, etc.

Morris, Syvanus
Principles of law. 240p. O '23 Athens, Ga., M'Gregor Co. \$3

Nichols, James Thomas
A journey through the Bible; v. I, creation to Samuel. 192p. il. D [c. '23] Des Moines, Ia., Nichols Bk. and Travel Co. \$1.35
A story of the Bible, to be complete in four volumes, with illustrations from photographs of Palestine as it is today.

Nichols, M. Louise
Science for boys and girls. 341p. O D (Lippincott's school text ser.) [c. '24] Phil., Lippincott \$1.20

Norton, Grace Fallow
The miller's youngest daughter [verse]. 33p. D c. Bost., Houghton bds. \$1.25

O'Higgins, Harvey Jerrold, and Reede, Edward H., M.D.

The American mind in action. 336p. O '24 c. 20-24 N. Y., Harper \$3

An analysis of the American mind in general and of certain Americans in particular—such as Mark Twain, Abraham Lincoln, P. T. Barnum, Walt Whitman, Julia Ward Howe and Margaret Fuller.

Osborne, Thomas Burr
The vegetable proteins; 2nd ed. 167p. (20p. bibl.) diags. O (Monographs on biochemistry) '24 N. Y., Longmans flex. cl. \$3

Osty, Eugene
Supernormal faculties in man; an experimental study; tr. from the French by Stanley De Brath. 256p. O [n. d.] N. Y., Dutton \$1

A scientific inquiry into the subject of supernormal cognition and a summary of the author's twelve years' study and investigation.

Oursler, Fulton
Behold this dreamer! 320p. front. D [c. '24] N. Y., Macaulay \$2

In which Charlie Turner, blue-eyed and red-haired, dared to dream of love and lived to find his dream triumphant.

Packing industry, The; a series of lectures
given under the joint auspices of the School of Commerce and Administration of the University of Chicago and the Institute of American meat packers. 372p. front. (pors.) O (Materials for the study of business) [c. '24] Chic., Univ. of Chic. Press \$3

Lanfear, V. W.
Business fluctuations and the American labor movement, 1915-1922. 132 p. O (Columbia Univ. studies in history, economics and public law, v. 110, no. 2) c. N. Y., Longmans pap. \$1.50

Matthews, W. R.
The idea of revelation. 54 p. S (Liverpool diocesan board of divinity pubs. 28) '23 N. Y., Longmans pap. 60c.

Oakley, Thomas Pollock
English penitential discipline and Anglo-Saxon law in their joint influence. 226 p. O (Columbia Univ. studies in history, economics, and public law, v. 107, no. 2) '23 c. N. Y., Longmans pap. \$2.50

Ohio State University
The university intelligence tests, 1919-1922. 36 p. O (Ohio state Univ. bull., v. 27, no. 5; contribs. in psychology no. 1) '22 Columbus, O., [Author] pap. apply

Payne, Thomas, D.D.

The greatest force on earth: the power of intensified prayer; forewords by Rev. H. Tyndeman Chilvers and Rev. Seth Joshua. 153p. D [n. d.] N. Y., Doran \$1.35
Revealing the place and power of prayer in the lives and works of great Biblical characters and in some of the other great figures of Christian faith. The writer is an English preacher.

Pemberton, E. Vera

Follow the Christ; suggestions for leaders of Bible classes for young people over 14 years of age. 186p. D '24 N. Y., Longmans \$1.50

Part I, Forty lessons on the Apostles' Creed; Part II, Six talks on the Blessed Sacrament. With notes on prayers for use with Parts I and II, on sex education and on the discussion method of teaching.

Percy, William Alexander

Enzio's kingdom and other poems. 140p. D '24 New Haven, Conn., Yale bds. \$1.50

Phelps, Edith M., comp.

Restriction of immigration. 118p. (16p. bibl.) D (Reference shelf, v. 2; no. 5) '24 N. Y., H. W. Wilson 90 c.

Platt, Rutherford Hayes, jr.

Mr. Archer, U. S. A. 332p. O '24 c. '23, '24 Garden City, N. Y., Doubleday \$2.50

The story of the amazing experiences in all parts of the world of Herman Archer, who served for 30 years in the United States Army.

Putnam, Nina Wilcox [Mrs. R. J. Sander-son]

Easy. 269p. D [c. '23, '24] N. Y., Harper \$2

Adventure and romance in Greenwich Village and a sleepy New England town.

Quick, Oliver Chase

Catholic and Protestant elements in Christianity. 127p. (bibl. footnotes) O '24 N. Y., Longmans \$2

Represents the substance of lectures delivered to various gatherings of clergy during 1923.

Radcliffe, William Hiram

Magic for amateurs. 160p. il. diagrs. D c. N. Y., Appleton \$1.50

No complicated apparatus is needed to perform these magic tricks and they require only one or two rehearsals.

Raine, William MacLeod

Man-size. 318p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Rawlinson, Alfred Edward John

Authority and freedom. 200p. (bibl. footnotes) D '24 N. Y., Longmans \$2.50

Comprising the Bishop Paddock lectures for 1923, delivered at the General Theological Seminary in New York.

Rawlinson, Rev. G. C.

An Anglo-catholic's thoughts on religion; ed. with a memoir by W. J. Sparrow Simpson, D.D., and a foreword by Lord Halifax. 254p. front. (por.) D '24 N. Y., Longmans \$2.50

Robertson, John George

Studies in the genesis of romantic theory in the eighteenth century. 302p. (bibl. footnotes) O '23 N. Y., Macmillan \$5

Written to show that the conception of the "creative imagination" in the 18th century was virtually born in Italy, not England.

Rolland, Romain

Mahatma Gandhi; the man who became one with the Universal Being; tr. by Catherine D. Groth. 250p. (2p. bibl.) front. (por.) nar. D. [c. '24] N. Y., Century \$1.50

A brief biography of the leading figure of the East, by the author of "Jean Christophe."

Rowley, Rev. Harold H.

Aspects of reunion. 182p. D '24 N. Y., Doran \$2

A plea for a united church.

Rhodes, Eugene Manlove

West is west. 393p. front. D (Popular copyrights) [c. '17] N. Y., Grosset 45 c.

St. John-Loe, G.

Beggar's banquet. 290p. D c. N. Y., Seltzer \$2

The story of a girl on the verge of slipping into the commonplace, conventional existence of an old-maid typist, who broke with her past and achieved love and all that she longed for.

Sale, George, tr.

The Koran, commonly called The Alcoran of Mohammed; tr. into English from the original Arabic; 9th ed. 700p. il. O '24 Phil., Lippincott \$5

Sampson, Emma Speed

The shorn lamb. 331p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Savage, William G., M.D.

Canned foods in relation to health; (Milroy lectures 1923) 152p. diagrs. O (Cambridge public health ser.) '23 N. Y., Macmillan \$3.40

In view of the growing importance of canned foods and of the increase of the industry during the recent war, Dr. Savage has made a systematic and detailed laboratory study of the foods and has examined the methods of manufacturers in England and the United States. The results of the researches are given here.

Savi, Ethel Winifred

Mock majesty. 338p. D '23 N. Y., Putnam \$2

Patton, Leroy T.

The geology of Potter county. 180p. il. O (Univ. of Tex. bull., no. 23-30 '23 Austin, Tex., Univ. of Texas pap. apply

Phi Beta Kappa

General catalog, 1776-1922; prepared by authority of the Nat'l council of the united chapters under the direction of the Phi Beta Kappa senate; editor-in-chief, Oscar M. Voorhees. 1506 p. il. O ['23] Somerville, N. J., Unionist-Gazette Assn. \$6

Rand, Frank Prentice

Doctor Ben of Butter Hill [verse]; with a foreword by David Grayson. 124 p. O [c. '23] Bost., Cornhill Pub. Co. apply

Revillon Frères

Igloo life; a brief account of a primitive Arctic tribe living near one of the most northern trading posts of Revillon Frères. 63 p. il. O '23 N. Y., [Author] 451 W. 28th St. priv. pr.

Saltus, Edgar Evertson

Parnassians personally encountered. 29 p. D '23 Cedar Rapids, Ia., Torch Press apply

Strong, T. B., D.D.

Authority. 24 p. S (Liverpool diocesan board of divinity publications 27) '23 N. Y. Longmans pap. 30 c.

Schubert, George Peter

Graphical analysis of stresses involved in designing frame structures, intended primarily for students of engineering. 139p. il. O '23 Houghton, Mich., Mich. College of Mines \$2.65

Searle, Alfred B.

Sands and crushed rocks; 2 v. 490p.; 292p. O N. Y., Oxford set \$7.50
Volume I: Their nature, properties and treatment; volume II: Their uses in industry.

Seligman, Edwin Robert Anderson

Principles of economics, with special reference to American conditions; 10th ed., rev. 771p. (bibls.) charts D (Am. citizen ser.) '23 c. '05-'23 N. Y., Longmans \$2.50

[Shakespeare, William]

Love's labours lost. 251p. front. (por.) S (The new Shakespeare) '23 N. Y., Macmillan \$2.50

Shaw, Cornelia Rebekah

Davidson college. 317p. il. maps O [c. '23] N. Y., Revell \$1.50
Intimate facts concerning the origin and growth of this college in North Carolina, compiled by the librarian, Miss Shaw.

Sikes, E. E.

Roman poetry. 287p. D ['23] N. Y., Dutton \$3.50
Showing the place of the poet as an interpreter of Roman life. A special feature of the book is the verse translation of many Latin passages ranging from Catullus and Lucretius to Ausonius and Claudian.

Simpson, Rev. Hubert Louis

Put forth by the moon; more essays for the untheologically minded. 255p. D [c. '24] N. Y., Doran \$1.60

Simpson, Robert..

Eight panes of glass. 301p. D c. N. Y., Stokes \$2
A novel of the Scottish highlands.

Slosson, Edwin Emery

Chats on science. 282p. il. D [c. '24] N. Y., Century \$2
The author of "Creative Chemistry" writes about all manner of scientific facts to interest intelligent folk who have had no special scientific education.

Smythe, Albert Ernest Stafford

The garden of the sun [verse]. 82p. D '23 N. Y., Macmillan bds. \$1.75

Snider, Denton Jaques

The redemption of the Hamlets (son and father); a drama in two parts. 218p. S '23 c. St. Louis, William Harvey Miner Co., Inc. \$1.50

Springer, Norman

The blood ship. 302p. D [c. '22] N. Y., Grosset 75 c.

Starrett, Vincent

Coffins for two. 242p. D c. Chic., Covici-McGee \$2
A group of grotesque and bizarre tales with a strong medieval flavor and the hero-villain raised to a peak of prominence.

Stephenson, John Wesley

Modern furniture upholstery; a practical handbook for the upholsterer; 2nd ed., rev. and enl. 244p. il. Q [c. '23] N. Y., Clifford & Lawton, 373 Fourth Ave. \$6
Previously published under title, "Furniture Upholstering."

Stevens, Williams Chase

The unique historical value of the book of Jonah. 88p. D [c. '24] N. Y., Revell \$1

Stidges, William Leroy

The epic of earth. 233p. il. D [c. '24] N. Y., Abingdon \$2
Deals with the phenomena of nature as recorded in the Bible. The author is a Detroit minister.

Suetonius Tranquillus, Caius

History of twelve Caesars; tr. by Philemon Holland; ed. by J. H. Freese, with additional notes and an introduction. 135p. O (Broadway translations) [n. d.] N. Y., Dutton \$5

Tarkington, Booth, i. e., Newton, Booth

The turmoil; a novel; il. with scenes from the photoplay. 349p. D (Popular copyrights) [c. '14, '15] N. Y., Grosset 75 c.

Thomas, Albert Ellsworth

Come out of the kitchen; a comedy in three acts; based on the story of the same name by Alice Duer Miller. 134p. il. D (French's stand. lib. ed.) [c. '13-'21] N. Y., S. French pap. 75 c.
Just suppose; a comedy in three acts. 98p. il. D (French's standard lib. ed.) c. '23 N. Y., S. French pap. 75 c.

Thomas, Norman Mattoon

The conscientious objector in America; with introd. by Robert M. La Follette. 318 p. D 23 c. N. Y., Huebsch \$2
A record of the men whose ideal of duty prompted them to refuse to fight.

Thompson, Hamilton

The river road; a novel of New England seacoast folk. 316p. front. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

University of Chicago, Poetry Club

Collected verse; with introd. by Robert Morss Lovett. 99p. D '23 c. Chic. Covici-McGee bds. \$2.50

Versteeg, John M.

Christ and the problems of youth. 133p. S [c. '24] N. Y., Abingdon 75 c.
"An essay on the problems of youth rather than a catalog of them." The material has been used in gatherings of Christian young people.

Warren, Charles

Borah and La Follette and the Supreme Court of the U. S. 15 p. O ['23] N. Y., Nat'l Security League, 15 E. 49th St. apply

Wilcox, Clair Lown

Rate limitation and the general property tax in

Ohio. 67 p. (bibl.) O '22 Columbus, O., Ohio State Univ. apply

Witte, William H.

The creation of the world (according to Genesis) in conformity to the facts in geology and the laws of nature; 2nd rev. ed. 18 p. O c. '23 Phil., Franklin Pr. Co. apply

Vinal, Harold

Voyage [verse]. 54p. D '23 c. Bost., [Author] 110 Mt. Vernon St. bds. \$1.50
Some of the poems in this collection have previously appeared in magazines.

Ware, Norman

The industrial worker, 1840-1860; the reaction of American industrial society to the advance of the industrial revolution. 270p. (6p. bibl.) O (Hart, Schaffner & Marx prize essays, no. 37) c. Bost., Houghton \$2.50

Warne, Bp. Francis Wesley

The Lord's supper. 85p. S [c. '24] N. Y., Mthodist Bk. Concern 50 c.
A discussion of the historical, doctrinal and spiritual values of the Lord's Supper.

Watson, Leigh F., M.D.

Hernia; its anatomy, etiology, symptoms, diagnosis, differential diagnosis, prognosis, and operative treatment. 660p. (bibl) il. O c. St. Louis, C. V. Mosby \$11

Weireck, Bruce

From Whitman to Sandburg in American poetry; a critical survey. 259p. (bibl.) D c. N. Y., Macmillan \$2
A survey and estimate of American poetry of the

last fifty years by an associate professor in English at the University of Illinois.

White, Grace Miller [Mrs. Friend H. Miller]
The marriage of Patricia Pepperday. 347 p. front. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Wickham, Harvey

The trail of the squid. 320p. D [c. '24] N. Y., Clode \$2
A detective story with scenes laid in the ancient town of Avignon; a mystery which baffles the French police but which is solved by Ferris McClue, American detective.

Wilcox, Constance Grenelle

Mah-jongg; a play in a prologue and one act. 75p. il. O c. '23 Bost., C. C. Birchard bds. \$1.50

Williamson, James A.

English colonies in Guiana and on the Amazon 1604-1668. 192p. O '23 N. Y., Oxford \$4.20

Wirries, Mary Mabel

Mary Rose at boarding school. 141p. front. D c. N. Y., Benziger Bros. \$1

Wolf, Robert L.

After disillusion [verse]. 28p. D '23 N. Y., Seltzer \$1.25

Title Index to the "Weekly Record"

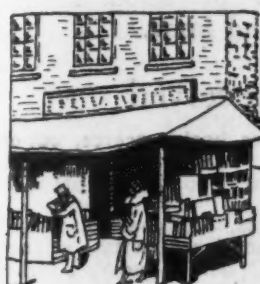
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- After disillusion. Wolf, R. L. \$1.25 Seltzer
Agricultural commerce. Huebner, G. G. \$3 Dashiell Pub. Co.
American democracy, Everyday problems of. Appleton
Greenan, J. T. and Meredith, A. B. \$1.60
American mind in action, The. O'Higgins, H. J. and Reede, E. H. \$3 Harper
Anglo-Catholic's thoughts on religion, An. Rawlinson, G. C. \$2.50 Longmans
Aria da capo. Millay, E. St. V. \$2 Harper
Art of versification and the technicalities of poetry, The. Brewer, R. F. \$3
Aspects of reunion. Rowley, H. H. \$2 Standard Bk. Co.
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Behold this dreamer. Oursler, F. \$2 Seltzer
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Blood ship, The. Springer, N. 75c Grosset
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Eight panes of glass. Simpson, R. \$2 Stokes

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Ginn
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- Garden of the sun, The. Smythe, A. E. S. \$1.75 Macmillan
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- Mock majesty. Savi, E. W. \$2 Putnam
- Modern furniture upholstering. Stephenson, J. W. \$6 Clifford & Lawton
- Mr. Archer, U. S. A. Platt, R. H. \$2.50 Doubleday
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- Pulverised fuel. Goodrich, W. F. \$4.50 Lippincott
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- Redemption of the Hamlets, The. Snider, D. J. \$1.50 W. H. Miner Co.
- Restriction of immigration, The. Phelps, E. M. 90c H. W. Wilson
- Revival at Broad Lane, The. Drew, K. \$1.75 Biola Bk. Room
- River road, The. Thompson, H. 75c Grosset
- Roman poetry. Sikes, E. E. \$3.50 Dutton
- Sands and crushed rocks. Searle, A. B. \$7.50 Oxford
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- Shepherd of the East, The. Greene, L. \$1.35 Roxburgh Pub. Co.
- Shepherd's purse. Livesay, F. R. \$1.50 Macmillan
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- Skylines and horizons. Heyward, Du B. \$1.25 Macmillan
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- Stories by contemporary French novelists. Bowler, M. E. 76c Ginn

Studies in the genesis of romantic theory in the 18th century. Robertson, J. G. \$5. *Macmillan*
 Suggestions. Kellett, E. F. \$3. *Macmillan*
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 Trail of the squid, The. Wickham, H. \$2 *Clode*
 Treatise on the law of marriage, A. Keezer, F. H. \$10 *Bobbs-Merrill*
 Treatise to Theophilus, The. Aborn, T. L. \$6. *Morehouse*
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Kandel, I. L. \$2.25 *Macmillan*
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 Vegetable proteins, The. Osborne, T. B. \$3 *Longmans*
 Victory. Brown, E. E. \$2. *Century*
 Voyage. \$1.50 *H. Vinal*
 Wages. Magruder, M. L. \$2 *Harper*
 Washington's southern tour, 1791. Henderson, A. \$15. *Houghton*
 West is west. Rhodes, E. M. 75c. *Grosset*
 White streak, The. Gluck, S. \$2. *Clode*
 Wild horses. Knibbs, H. H. \$2 *Houghton*
 Young man and the law, The. Baldwin, S. E. \$1.60 *Macmillan*



Old and Rare Books

Edited by Frederick M. Hopkins



AMONG the possessions recently acquired by the Library of Congress are many scores and fragments of scores by Muzio Clementi, who was such an important factor in establishing the piano as the concert instrument of the nineteenth century.

Geoffrey Bret Harte, grandson of Bret Harte, is planning to collect Bret Harte's letters for publication. He wishes to get in touch with people who have letters of Bret Harte and will be good enough to lend them to him for copying and publication. He promises to return them at the earliest possible moment. Geoffrey Bret Harte may be addressed in care of Farmers' Loan and Trust Company, 10 William Street, New York City.

In an elaborate paper read in London before the Newcomen Society in regard to the peculiarity of the writing and the difficulty of deciphering the manuscripts of Leonardo da Vinci, the following particulars were noted: He wrote from right to left after the fashion of the Semitic group of languages and his writing was of the kind known as mirrored or reversed, such as would be produced by looking at normal script as reflected by a mirror; he em-

ployed an elaborate scheme of abbreviation and he omitted the use of punctuation.

American collectors will be well represented at the forthcoming sale of the next part of the Britwell Court library at Sotheby's in London which begins March 31 and continues thru April 4. J. Pierpont Morgan, Henry E. Huntington and Henry C. Folger are among those who will be represented by Dr. A. S. W. Rosenbach, and sailed on the Olympic a week ago. The next section includes early English poetry and other literature. First editions of Chaucer, published less than fifty years after the Gutenberg Bible; rare editions of Spenser, Shakespeare, Chapman, Drayton, and Marlowe are among the rarities.

The popularity of Shelley in the auction market was again shown last week at Hodgson's in London. The rare Pisa edition of "Adonais," containing the final manuscript version of "Remembrance" on the fly leaf, sold for \$10,000. Other first editions sold were "Queen Mab," and "Epipsychidion," which brought \$500 each. Other rarities also brought good prices. Two original manuscripts of Pope's Epistle to Earl Bathurst and to Arbuthnot, with corrected proof sheets, fetched \$2,000. A first issue of the first edition of Defoe's "Robinson Crusoe," in three volumes, realized \$750.

"Estimates of literary fame" or the "merit of an author's books" based upon auction prices "are often misleading" says a New York newspaper editorially. This is quite true. Other factors beside literary merit enters into collector's books. Rarity is very important. Demand is also. When a great literary masterpiece is extremely rare and much sought after by collectors, the combination commands high prices. Such items, too, are not likely to show much fluctuation. The tendency is steadily upward. There are not many kinds of property more stable than genuinely rare books, of real merit and in favor with collectors.

Attractive sets of standard authors from the library of John B. De Coursey of Philadelphia, with additions, were sold at the Anderson Galleries, February 27, 184 lots bringing \$3,535.75. Prices generally were moderate. A few representative lots and the prices realized were the following: Ainsworth's "Writings," 16 vols., London, n. d. \$35; Byron's Works," 17 vols., calf, London, 1833-34, \$55; "Courtiers and Favorites of Royalty," 20 vols., 8vo, half morocco, Paris, n. d., \$110; Evelyn's "Memoirs," 5 vols., calf by Root, London, 1827, \$40; Parkman's "Works," 13 vols., half morocco, Boston, 1905, new library edition, \$82.50; Peacock's "Works," 10 vols., half morocco, London, 1891-92, Dent's large paper edition, \$42.50; Surtees's "Sporting Novels," 6 vols., half morocco, London, n. d., \$82.50; Trollope's "Works," 40 vols., 12mo, half morocco, New York, 1903-07, \$150; Wilde's "Writings," 15 vols., London, 1907, Florentine edition, \$50; and Woodrow Wilson's "History of the American People," 5 vols., buckram, New York, 1902, first edition, \$22.50.

Books, illuminated and other manuscripts, and a few important documents and autograph letters, the property of various consignees, will be sold at Sotheby's in London, March 10 and 11. The many rare lots include French, Flemish and Italian manuscripts; illuminated manuscripts of the XIII, XIV and XV centuries; French illustrated books of the eighteenth century in fine bindings; rare first editions of Rudyard Kipling; a collection of books printed at the Kelmscott Press; rare early Bibles and many rare lots of early English literature; autograph letters comprising those of Lord Nelson, Garibaldi, Whistler, Edward Fitzgerald, Swinburne, an important poem by Burns, and valuable correspondence relating to the Waterloo campaign.

"Nine Answers by Bernard Shaw, with an introduction by Christopher Morley," is the title of a little volume privately printed in an edition of sixty-two copies by Jerome Kern, librettist and book collector, for distribution among his friends. This is, as Kern says in a note, "one of the most intimate documents ever penned by a man of international reputation." The greater part of this autobiographical material was furnished by Shaw to Clarence Rook, who used it in *The Chap-Book* for November, 1896, recast in the form of an interview. The matter has never before been published, however, in the form in which it left Shaw's hands. It is a revelation of his history and personality from a boyhood of prolonged poverty and privation to the foundations of success and fame.

Catalogs Received

Americana, first editions, rare books, scarce, out-of-print and curious items. (No. 4; Items 141.) Jansky's Book Shop, 65 East Van Buren St., Chicago, Ill.

Books comprising art, classics, dictionaries, foreign literature, history, mathematics, poetry, science, etc. (No. 92; Items 655.) G. A. Poynder, 4 Broad St., Reading, Berks, England

Important and rare books on botany, the history of botany, medicine and the history of medicine. (No. 382; Items 1253.) Bernard Quaritch, Ltd., 11 Grafton St., London, W. 1, England.

Keurcollectie van veldzame werken betreffende Zuid-Afrika. (No. 146; Items 161.) N. Posthumus, Daendelsstraat 68, The Hague, Holland.

A miscellaneous collection of books, including many rare and valuable items. (No. 394; Items 803.) Edward Baker's Great Book Shop, 14 John Bright St., Birmingham, England.

Miscellaneous books. (No. 399; Items 892.) Edward Baker's Great Book Shop, 14 John Bright St., Birmingham, England.

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Spring Book Index 1924

Quarterly Announcement of New Publications Listed by Author, Title and Series

Important Trade Titles Repeated from Mid-Winter Index

- A. B. C. and 1 2 3 book. (Wash-fabric books). 50 c. S. Gabriel
- Abbey classics, The. ea. \$1.25 Small
Contents: Melville, J. Memoirs of his own life—Beckford, W., The Episodes of Vathek—Sterne, L., A sentimental journey through France and Italy—Cobbett, W., The journals of a year's residence in America—Apuleius, L., The golden asse—Voltaire, Candide—Beckford, P., Thoughts on hunting—Disraeli, B., The Runnymede letters—Voltaire, Zadig—Melville, H., Mardi, 2 v.—Parthenius, Daphnis and Chloe—Gay, J., Plays, 2 v.—Gay, J., Poems—Erasmus, Twenty select colloquies—Petronius, The satyricon—Prior, M., the shorter poems—Donne, J., Devotions upon emergent occasions, together with Death's duell—The letters of Heloise and Abelard—The memoirs of Gramont—The Aethiopean history of Heliodorus—Johnson, S., A journey to the western islands of Scotland.
- Aborn, T. L. The treatise to Theophilus; notes on the gospel according to St. Luke. \$6 Morehouse
- Abbot, Edith. Immigration. \$4.50 Univ. of Chic.
- About, Edmond. King of the mountain. Cupples & L.
- Abyssinia as it is today (Unconquered). Rey, C. F. \$5 Lippincott
- According to season. New ed. Parsons, F. T. \$7.50 Scribner
- Ackermann, A. S. E. Popular fallacies explained and corrected, with copious reference to authorities. \$6; \$7.50 Lippincott
- Across the craterland to the Congo. Barns, T. A. \$6 Knopf
- Actorviews; intimate portraits. Stevens, A. \$3 Covici
- Acts of the apostles, The. Morgan, G. C. \$3.75 Revell
- Actual business correspondence. (Read system of commercial texts). Deffendall, P. H. \$1.20 Macmillan
- Actual business English and correspondence. Deffendall, P. H. \$2 Macmillan
- Actual business English. (Read system of commercial texts). Deffendall, P. M. \$1.20 Macmillan
- Acute and chronic unbelief. Wycoff, A. C. \$1.50 Revell
- Adam, Helen Douglas. The elfin pedlar. Putnam
- Adams, Andy. Wells brothers: the young cattle kings. \$2 Houghton
- Adams, Katharine. Red caps and lillies. \$1.75 Macmillan
- Adams, Samuel Hopkins. Siege. \$2 Liveright
- Adjusting immigrant and industry. Leiser-son, W. M. \$2.50 (?) Harper
- Adler, Alfred. Individual psychology. (International library of psychology, philosophy and scientific method). \$6.50 Harcourt
- Adler, Felix. The reconstruction of the spir-itual ideal. \$1.50 Appleton
- Administration and politics of Tokyo. Beard, C. A. \$2.50 Macmillan
- Admire, Harry F. Progressive typewriting. (Read system of commercial texts). \$1.60 Macmillan
- Adolescence. Bigelow, M. A. 30 c. Funk & W.
- Adshead, S. A. Town planning and town de-velopment. \$5 Dutton
- Adventures in the Near East, 1918-1922. Raw-linson, A. \$3.50 Dodd
- Adventures of Harlequin. il. Dutton
- Adventures of two Dutch dolls and a goll-i-wogg. New ed. Upton, B. and F. K. \$1.35 Longmans
- Advisory Ben. Lucas, E. V. \$2 Doran
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Madaline, Pub. Harper.

Baker & Taylor, 354 Fourth Ave., New York
Mulliken, Method of the Identification of Organic Compounds, vol. 3, Wiley, Commercial Dyeing.

BOOKS WANTED—Continued

Wm. Ballantyne & Sons, 1409 F St., Wash., D. C.

Chambers, The King in Yellow.
Studdert-Kennedy; Democracy and the Dog Collar;
Sorrows of God, etc.; The Hardest Part; Rough
Talks of a Padre; More Rough Rhymes by a
Padre; Peace Rhymes by a Padre; Why Aren't
the Best Chaps Christians?
Ash and Weeks, vol. 7, Distinguished North Caro-
linians of Colonial Days. Also quote on set.

Bap. Stand. Pub. Co., Dallas, Tex.

Playground Technique and Playcraft, Leland.
The Character Sketches, Lofton.
First Interpreters of Jesus, G. H. Gilbert.
The Exploitation of Pleasure, Davis.

Bargain Bk. Store, 79 Fourth Ave., New York

Poetica Erotica, vol. 3.
A Lovers Diary, G. Parker.
Good Cheer, Hackwood.

**Beach's Bookshop, 418 Meridian St.,
Indianapolis, Ind.**

Tragic Episodes of French Revolution in Brittany,
Gosselin, Lenotre, Scribner.
18th and 19th century books containing articles or
essays about cheese.

Beacon Book Shop, 26 W. 47th St., New York

Gower, My Reminiscences, Boston, 1882.
Bacon, Novum Organum, Eng. trans.

**C. P. Bensinger Cable Code Book Co., 19 Whitehall
St., New York.**

Schofield's General Telegraph A B C 5th Improved.
Peterson Banking, Samper's Code.
Western Union, Lieber's 5-Letter Codes.
Any American-Foreign Language Code.

**Arthur F. Bird, 22 Bedford St., Strand, London,
W.C.2., Eng.**

Books by George Ade.

**Bd. of Christian Educ. of Presby. Church, 411
N. Tenth St., St. Louis, Mo.**

Bible Studies, part 1, Prophecies of Balsaam, Kalisch.

**Bd. of Christian Educ. of the Presby. Church, 125
N. Wabash Ave., Chicago**

Pfychic Analytic Study of the Family.

**Bd. of Christian Educ. of the Presby. Church,
Witherspoon Bldg., Phila.**

The God We Trust, Ross.
Historical Sketch of the Honeybrook Presbyterian
Church of Waynesburg, Pennsylvania, Chester
County, delivered by the Pastor, Rev. W. W.
Totheroh, July 2, 1876, printed by John Craig &
Sons.

Bobbs-Merrill Co., 185 Madison Ave., New York

Herbert Quick, The Broken Lance; Yellowstone
Nights.

Emerson Hough, The Way to the West; The
Mississippi Bubble; The Story of the Outlaw;
The Purchase Price: 54-40 or Fight.

Book League, 47 W. 42nd St., New York

Homo-Sexual Neurosis, Steckel.
Sane Sex Life and Sane Sex Living, Long, expur-
gated ed.
Bi-Sexual Love, Steckel.

Book Shelf, 15 Garfield Pl., Cincinnati, O.

Painted Women, Frederick Kummer.

Book Shop, Glass Block Store, Duluth, Minn.

Roberts' Rules of Order, 1876 ed.
Roberts' Rules of Order, 1893 ed.

Bookman Lib., 1010 Grand Ave., Kansas City, Mo.

Webster, Quilts, Their Story and How to Make
Them.

Foley, Letters of William Green.

Parish, Gordon Craig, Soldier of Fortune.

Pratt, Mary and Ellen, or the 1854 Best Thanks-
giving.

Hunter, Stiegel Glass.

Watt's Childhood's Songs of Long Ago.

B. L. T. Pipe Smoke Carry.

Bookman Lib.—Continued

Wilson, History of the American People.

Muhlbachs Novels, 1 set.

Bacon, Margarita's Soul, Illus. by Williams.

**Borough Hall Book Shoppe, 337 Adams St.,
Brooklyn, N. Y.**

Aldridge, Ranch Notes, 1884.

Boller, Among the Indians, 1868.

Brower, The Missouri, 1897.

Bidwell's, J., Journey to California

Clark's Indian Sign Language, 1885.

Gerrard, Wah-to-Gah Taos Trail.

Von Richtbofen, Cattle Raising on the Plains.

Barnes, From the Atlantic to the Pacific Overland.

Beadle, Western Wilds.

Buell, Heroes of the Plains.

Dimsdale, Nigilantis of Montana.

Garrett, Authentic Life of Billy Kid.

Latrobe, Rambles in North America.

Peters, Life of Kit Carson.

Coue's Henry Journals.

George Nidever, any his.

Burkes Landed Gentry, vol. 2 only.

Charles L. Bowman, 118 E. 25th St., New York

Bagby's Daughter, Bessie & Marie Van Vort.

History and Law of the Hayes-Tilden Contest
before the Electoral Commission, the Frank Case,
1876-77.

Flag to Flag, E. Ripley.

Peter Parley's History.

Kangaroo Hunters.

The American Family Robinson.

Bessie's Fortune.

Brentano's, Fifth Ave. and 27th St., New York

Sally Bishop, Thurston.

Bedesman 4, Skrine.

The Doctor of the Juliet.

Pirate Island, Collingwood.

Drake, An English Epic, Noyes.

Robin Hood, Grant.

The Better Way, 2 vols., Wagner.

My Official Wife, Savage.

Verse and Worse, Hazard.

Maxims and Marmaduke, Teringham.

Bible Studies, Wheeler.

Morawetz on Private Corporations.

The Analyst, Walsh.

Garden God, Reid.

Diet and Hygiene in Diseases of the Skin, Bulkley.

Compendium of Skin Diseases, Bulkley.

In Pastures New, Ade.

Creative Imagination, Ribot.

Yourself and the House Wonderful, Hirsch.

Stories from the Campfire.

Social England, Traill.

Pirated Poems.

Favourites of Henry of Navarre, le petit, Rom-
merough.

Adria, Master & Carter.

Mandalay and Cities of Burma, O'Connor.

My Lady of the Chimney Corner, Irvine.

Quicksands, Croker.

Given in Marriage, Croker.

The Search Party, Birmingham.

Historical Nuggets; Philosophic Nuggets; Don't

Worry Nuggets; Patriotic Nuggets; Educational

Nuggets; Quaint Nuggets.

Upper Engadine, Musson.

Call Mr. Fortune, Baily.

Good Cheer, Hackwood.

Life of Lope de Vega, Rennert.

The Benevolent Rambillicious.

Over Periscope Pond, Root.

Women and Economics, Gilman.

Feminism, Martin.

Old Time Ships of Salem.

Love Sonnets of a Hoodlum.

Chinatown.

Anna Lombard.

Vandover and the Brute.

Chloé Malone, Lea.

Chalk Line, Warrack.

O'er Moor and Fen, Hocking.

Friday the 13th, Lawson.

French Poets and Novelists, James.

New Alice in Old Wonderland, Richards

Ben Greet Macbeth.

A Tent of Grace, Lust.

Jocelyn, Simmes.

BOOKS WANTED—Continued

Brentano's, New York—Continued

Sword and Distaff.
 Legacy of Greece, Murray.
 Pompeii, Its Life and Art, Man.
 Italian Sculpture of the Renaissance, Freeman.
 Arts and Crafts of Ancient Egypt, Petrie.
 Art for Life's Sake, Petrie.
 Tangled Talk, Haweis.
 City Planning, Macaulay.
 Housing Problem—Bureau of Labor Statistics.
 Parks, Harmon.
 Traffic Regulation, Chakin.
 Zone System, Whitten.
 Recreation, Leighton.
 Two Years in the Forbidden City, White.
 Dixie Cook Book.
 Advice to Young Man, Reynolds.
 Soldier's Wife, Reynolds.
 Hill Towns of Italy, Thomas.
 The Mighty Atom, Corelli.
 Child of Dawn, Benson.
 Memoirs of Mme. Vigie Le-Brun, Strachey.
 Concerning Belinda.
 The Life and Labours of St. Thomas Aquinas, 2 vols., Vaughan.
 Great Analysis, preface by Murray.
 Fuller, Cliff Dwellers.
 Burke's Landed Gentry.
 Wilde, The Priest and the Acolyte.
 German Classics, set 20 vols.
 Cabell, Taboo.
 Millman, History of Christianity.
 Flinders Petrie, Tel-El-Amarne.
 Stebbins, Delsarte, any book.
 O'Connor, V. E., The Silken East.
 Kane, W. S., Picturesque India, 1891.

Brick Row Bk. Shop, 104 High St., New Haven, Conn.

Raw's Mozart, An Historical Novel.
 Mary and Ellen, Geo. Pratt.
 Introductory Study of Ethics, Fite.
 God, Lord Creator of All.

Brick Row Bk. Shop, 19 E. 47th St., New York.

Kipling, Just So Stories, 1st.
 Cabell, Rivet in Grandfather's Neck, 1st.
 Sinclair, Divine Fire, 1st.
 Lecky, History of England in Eighteenth Century.
 Smith, Sophie, Dean Swift.
 Scott, Minstrelsy of Scottish Border, 1902, Blackwood.
 Good, Fellowship.
 Powys, One Hundred Best Books, 1st ed.

Bridgman & Lyman, Northampton, Mass.

Tunnel, Bernard Kellerman.
 Marlowe and His Associates, J. H. Ingram.
 Ivanhoe, vol. 2, Parker, Boston, 1829, boards.
 Ganong's Laboratory Course in Plant Physiology
 Stevens Genealogy.
 Dona Perfecta, trans. by Galdos.

Morris H. Briggs, 5113 Kimbark Ave., Chicago

Wanted at all times anything by, about or relating to the late Theodore Roosevelt: 1, 1st eds., 2, Biographies; 3, Messages, Speeches, Executive Orders, Broad-sides printed by Government Press at Washington; 4, Congressional Speeches referring to T. R.; 5, Printed Speeches in any language; 6, Pamphlets in any language; 7, Book or pamphlet material on the Political Campaigns of 1900, 1904, 1908 and 1912, also 1902 and 1906; 8, Books with prefaces by Roosevelt; 9, Books or pamphlets on his hunting trips, European and South American trips, etc.; 10, Books containing Roosevelt cartoons; 11, Original T. R. cartoons; 12, Books or pamphlets containing attacks on Roosevelt; 13, Broad-sides or Posters of T. R. interest; 14, Memorial services or reports of memorial services, printed memorial sermons; 15, Autograph letters or manuscripts; 16, Books inscribed by Roosevelt; 17, Portraits of any nature; 18, Souvenirs or association items. Please describe fully and quote best prices for cash. Quote at all times similar material of Lincoln or Woodrow Wilson interest. Best prices for fine autograph items.

E. A. Brininstool, 1428 Norton Ave., Los Angeles
 Books and Pamphlets on Far West wanted and for sale. Send titles and prices.

E. Herrick Brown, 80 S. King St., Honolulu, Hawaii

Fornander, Polynesian Race, vols. 1 and 2.
 Kalakaua, Legends of Hawaii.
 Armstrong, Around the World With a King.
 Ellis, Polynesian Researches.
 Book on Shells of South Seas.
 Dibble's History of Hawaii.
 Jarves History of Hawaii.
 Wilson & Evans, Aves Hawaiiensis.
 Brantome, Sexual Inversion.
 Bulletin U. S. Fish Commission, vol. 23, pt. 3.
 Erotic Dictionary, pub. Liseux.
 Boccaccio, one vol.
 Heptameron, one vol.

William A. Burner, Upper Montclair, N. J.

Conan Doyle's Valley of Fear.

Burrows Brothers Co., 633 Euclid Ave., Cleveland

Village Life in Palestine, Rev. G. R. Leese.
 Home Sapiens, Przybyszewski.

Campion and Co., 1313 Walnut St., Phila.

How to Sing, Lehmann.
 The Rock Garden, Farrar.
 Color in My Garden, Wilder.
 Open Country, Hewlett.
 Halfway House, Hewlett.
 Essays on Various Arts, Theophilus.

Capitol Bk. Store, 138 N. Delaware St., Indianapolis, Ind.

Memoirs of Moncrief.
 Francis Parkman, set.
 Hugo, set old illus.
 Thermionic Valves, Vandervilge.
 Anything on Wordsworth.
 Fenners Book Formulas.
 Scientific American Book of Formulas.
 Gibbons, Rome.
 Arabian Nights, set, cloth.
 Famous Families of Old New York, 2 vols., Hamm.
 Dumas, cloth, set.
 Dolly Dialogues, Hope.
 Chatterton, Poems.
 Shakespeare, Concordance.
 Rising Tide of Color, Stoddard.
 Race and National Solidarity, Josey.
 Archko Volume.
 Letters of John Keats.
 Anything on Oriental Rugs.
 Bryant's Poems.
 Bird Book, Woolen.
 Poems of Cecelia Thaxter.
 Poems of Helen Hunt Jackson.
 Strathmore and Wanda, Ouida.
 Soldiers of Fortune, Davis.
 Gray's Anatomy.
 Uganda Protectorate, Sir Harry Johnston.

C. N. Caspar, 454 E. Water St., Milwaukee, Wis.

Lee, Micotomist's Vade Mecum.
 History of the Great Lakes, 1899.
 Keith, Childbirth.
 Fenno, Science and Art of Elocution.
 Reid, On the Waters of Caney Fork.
 Pott, Dict. Proper Names of Bible.
 Windsor, Solutions of Problems of Life.
 Pike, Man of Mount Moriah.

G. M. Chandler, 75 E. Van Buren St., Chicago

Campan, Madame, Journal of.
 Chittenden, Yellowstone Park, 1895 or 1st ed.
 Crawford, Madame Lafayette and Her Family.
 Eliot, Durable Satisfaction of Life.
 Hough, Story of Outlaw, orig. ed., 1906.
 Langford, Vigilante Days and Ways, 2 vol. ed.
 Library of Poetry and Song, Porter & Coates.
 Morris, The Aryan Races.
 Morse, American Geography.
 Sewall, Samuel, Diary, 3 vols.

City Hall Bk. Shop, 16 N. 12th Blvd., St. Louis, Mo.

The Emphatic Diaglott.

The City Library, Springfield, Mass.

Book of Knowledge, vol. 1, only.
 Adams, Little Miss Grouch, 2 copies.

BOOKS WANTED—Continued

City Library—Continued

Bartlett, Wall Street Girl, 2 copies.
 Brebner, Little Gray Shoe, 4 copies.
 Chisholm, Precious Waters, 3 copies.
 Gillmore, Janey, 2 copies.
 Green, That Affair Next Door, 3 copies.
 Kerr, Blue Envelope, 3 copies.
 Lee, Soulless Singer, 2 copies.
 Leroux, Man With the Black Feather, 3 copies;
 Mystery of the Yellow Room, 3 copies.
 Lincoln, Lost Dispatch, 3 copies.
 Ostrander, Clue in the Air.
 Rath, Sam, 3 copies; Too Much Efficiency.
 Reynolds, Cost of a Promise, 3 copies.
 Stagg, High Speed, 3 copies.
 Sterrett, Up the Road with Sallie, 3 copies.
 Tracy, His Unknown Wife, 2 copies.
 Van Loan, Big League, 3 copies; Ten Thousand Dollar Arm.
 Webster, Girl in the Other Seat, 2 copies.
 Wodehouse, Something New, 3 copies.

John Clark Co., 1783 E. 11th St., Cleveland, O.

Dumbell, California and the Far West.
 Fountain, The Eleven Eaglets of the West.
 Hallahan, Tourists in the Northwest.
 Burton Holmes' Travelogues, vol. 6.
 Morris, A Pacific Coast Vacation.
 Murphy, Rambles in Northwest America.
 Porter, Impressions of America.
 Price, A Summer in the Rockies.
 Schauflier, Romantic America.
 Steele, Going Abroad Overland.
 Stoddard's Lectures, vol. 10.
 Wheeler, A Boy's Trip to Yellowstone Park.
 Norton, Wonderland Illustrated.
 Sessions, From Yellowstone Park to Alaska.
 Newell, Games and Songs of American Children.
 Blackburn, V., Mendelsohn.
 Furman, Lucy, Mothering on Perilous, 1913.
 Osgood, Classical Mythology of Milton's English Poems.
 Peters, Ohio Lands and their Subdivision, 1918.
 Shedlock, John S., Beethoven.
 Some Imagist Posts, 1915-1917; an Annual Anthology.
 Upton, Standard Symphonies.
 Longfellow, 1st eds. of the following, Outre-Mer, nos. 1 and 2; Hyperion; Voices of Night; Ballads and Other Poems; Poems on Slavery; The Spanish Student; The Waif; Poems; The Belfrey of Bruges; The Estray; Evangeline; Kavanagh; The Golden Legend; Drift Wood; Noel; The Divine Comedy; Keramos; Bayard Taylor; From My Arm Chair.
 Whitman, Walt, Leaves of Grass, 1st ed., 1855.

William H. Clemens, Pompton Lakes, N. J.

First eds. of Bierce, Carman, Mark Twain, and Joaquin Miller.

Colesworthys Bookstore, 66 Cornhill, Boston, Mass.

Artemus Wards Complete Works.
 Eddy, Science and Health; Miscellaneous Writings; Christ and Christmas, any eds.
 A. D. 2,000.
 Paris in 1792, Henri Martin.
 Any Gadshill ed. of Dickens.

Columbia University Library, New York

Holman, Pestalozzi, 1908, 2 copies.
 Bloomfield and Bloomfield, Participation Plans for Employees, Wilson, 1922.
 Davis, Nicholas Darnell, Cavaliers and Roundheads of Barbados, 1650-1652 with some account of the early history of Barbados, Georgetown, British Guiana, Argozy, 1887.
 Kingsley, Laboratory Directions for Histology, Carpenter and Co., Ithaca, N. Y., 1923.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Owen's Salonica and After.
 Callwell's Dardanells.
 Barber Besieged in Kut.
 Coopers Battle of Falkland Islands.
 History Otsego County, N. Y.
 Eager's History Orange County, N. Y.

Community Bk. Shop, 113 E. Flagler, Miami, Fla.
 Old Sea Wings, Leslie (Harpers).

Community Bk. Shop—Continued

Mast and Sail in Europe and Asia, Symthe.
 Books on Arctic Exploration, Lyons & Parry, Beachy & Hall.
 Alaska and Voyages of the Vega, Dall (Ill.).
 Old Books on Naval Architecture, by either Griffiths, Chapman, McKay, or others.
 Yacht Designing, 1st ed. 1876, Dixon Kemp.
 Sapho's Poems.

Cornell Co-operative Soc., Ithaca, N. Y.

Tryon, Systematic and Structural Corcology, published Academy of Natural Science, Philadelphia, Pa.
 Fischer, Manual de Corchyliologie.

T. O. Cramer, 1321 Grand Ave., Kansas City, Mo.

Stage Year Book, pertaining to Vaudeville.
 Dictionary of Vaudeville Terms, by Walter J. Kingsley.
 History of the Jews, by Hendrick Graetz, vols. 1, 2 and 6 only.

Dartmouth, College Lib., Hanover, N. H.

Papyrus Club, Boston, 13th annual dinner, 1903.
 Cabell, From the Hidden Way.

Dauber & Pine, 83 Fourth Ave., New York.

Quevli, Consciousness of the Cell.
 Charles, Book of Enoch.
 Book of Adam and Eve.
 Testament of the 12 Patriarchs.
 Forlong, Rivers of Life.
 Higgins, Anacalypsis.
 Kirby, Daffodils, Narcissus.
 Snyder, World Machine.
 Keats Works, ed. Buxton-Forman, 4 vols.
 Shelley's Works, ed. Buxton-Forman, 4 vols.
 Gilchrist, Life of Blake, 1880.
 English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.

Davis Bookstore, 49 Vesey St., New York.

Shakespeare, Ariel, ed. full mor., odd vols.
 Holmes Travelogues, vol. iv.

Davis & Nye, 60 Bank St., Waterbury, Conn.

Rough Rhymes of a Padre, by Kennedy.

Dawson's Bookshop, 627 So. Grand Ave., Los Angeles, Cal.

Barry and Patton, Men and Memories of San Francisco.
 Bartlett, Personal Narrative Texas, Calif., etc.
 Babbitt's Light and Color.
 Babbitt's Principles of Light and Color.
 Beschke, Dreadful Sufferings, St. Louis, 1850.
 Bell's Reminiscences of a Ranger.
 Bonsal, Edward, Fitzgerald Beale.
 Blair and Robertson, History of the Philippine Islands, 55 vols.
 Brudno, The Little Conscript.
 Chevruel, Michael Eugene, Principles of Harmony and Color.
 Denton, Soul of Things, vols. 2 and 3. Also set of 3.
 DeLaurence, Book of Death and Hindu Spiritism, 1905.
 Euripides, trans. by R. Potter.
 Eon and Eona.
 Fredericks, F. F., Wash Method of Handling Water Colour.
 Hope, Ascott R., Dumps.
 His Brother's Keeper.
 Joyce, Ulysses, 1st ed.
 Kanton, V. V. Her Book.
 King Clarence, Memoirs.
 Kenyon, Edith, Eveline's Keynote.
 Lady of Greyham.
 Langley Hall.
 The Lark, pub in San Francisco.
 Lynch, Shadowed by Three.
 Manley, Death Valley in '49.
 Memoirs of James Madison relating to Constitutional Convention.
 Myers, Kabbalah.
 Marshall, Elma, Master Martin.
 Never Say Die.

BOOKS WANTED—Continued

Dawson's—Continued

Pollock, Fred, Life and Philosophy of Spinoza.
 Rama Prasad, Nature's Finer Forces.
 Rhead, Frederick H., Studio Pottery.
 Reid, History of Pasadena.
 Rodger Markham's Ward.
 St. Mary's Convent.
 Smith, Julia P., Widower, Widow Goldsmith's Daughter, Ten Old Maids.
 Vasquez, by Geo. A. Beers.
 Wilson, M. C., Guy Armsby, Reene, Manuelita.
 We buy good items relating to California.
 Quotations solicited; we will buy and pay cash on receipt.

Dennen's Bk. Shop, 37 E. Grand River Ave.,
 Detroit, Mich.
 O'Brien, History of N. Y. Sun.

DeWitt's Bookstore, 620 14th St., Oakland, Calif.

Landi, Secret of an Empress.
 Numerology, anything on.
 Mennonites, anything on this religious sect.
 Hasluck, Wood Carving.
 Tuttle, History of Prussia (Frederick Great, 1756-7).
 Mackenzie, The man who tried to be it, Doran.
 Mother Goose's Teddy Bears.
 Grove, Lilies, Stoker.
 N. Y. Marine Registers, 1848-1865, any years.
 Ober, Pizarro, the Conquest of Peru.
 Brown, Social Usage, Modern Pulpit.
 Spurgeon, Salt Cellars.
 Gunter, Florida Enchantment.
 Collinge, New Dispensation.
 Shakespeare, ed. Sidney Lee, Harper, set or odd vols.

Dixie Business Bk. Shop, 140 Greenwich St., N. Y.
 Pub. Regulation of Gas Cos. in Gt. Britain and Ireland.
 History of N. Y. Sun, O'Brien.

Doubleday Page Bk. Shop, 55 Liberty St., N. Y.
 The Future of the American Negro, Booker T. Washington, Small Mayard.
 Eldorado, by Orczy.
 Ode to Girlhood and other poems, by James.

Doubleday, Page Bk. Shop, 223 N. 8th St.,
 St. Louis, Mo.
 Conway, Foreign Exchange Simplified.
 Patterson, Cost of Deposit Accounts.
 C. N. Buck, Key to Yesterday.
 C. N. Buck, Lighted Match.
 Any of Dave Fearless Series.
 Nys, Cosmologie, Louvain, Belgium, 3 vols.
 Phye, W. H. P., 500 Facts and Fancies.
 Chittenden, Yellowstone Park, Stewart and Kidd.
 Page, Thomas Nelson, Life of Robt. E. Lee.
 Rashdall, Universities of Europe in the Middle Ages, 4 vols.
 Liebig, Letters or Chemistry.

Chas. H. Dressel, 552 Broad St., Newark, N. J.
 Edward Stewart White, The Blazed Trail; The Riverman, ed. de luxe.
 Contemplations from the Writings of Elbert Hubbard, Hawthorne.

H. & W. B. Drew Co., Jacksonville, Fla.
 The Hart Family, by W. W. H. Davis, published in 1867.

Duffield & Company, 211 19th St., New York
 Joe Muller, by Augusta Groner.

E. P. Dutton, 681 Fifth Ave., New York.
 Alpine Climbing.
 Adams, Education of Henry Adams, 1st ed.; Mount Saint Michael and Chartres, 1st ed.
 Bourget, The Disciple; Psychology of Modern Love; Lies; The Emigrant.
 Barres, Colette Baudoche; Inspired Hill; In the German Service.
 Becke, Jungle Peace, 1st ed.
 Crile, Emotions.
 Dante, Inferno, Dore illustrations.
 Dickens, Oliver Twist, vol. 2; Bleak, all; Tale of Two Cities, all. Red leather. Temple ed.
 Eliot, Silas Marner, illus. by Hugh Thomson, blue cloth.

Dutton—Continued

Eden versus Whistler, etc., New York, 1899.
 Gielen, Martha; Mammy's Renaissance and other sketches.
 Huntington, Collection of Old Masters.
 Hobart, Out for the Coin.
 Hardy (Thomas), Romantic Adventures of a Milkmaid, Seaside Library, New York, 1883.
 James, A Man at Arms.
 Keightley, Crimson Sign; The Cavalier.
 Kipling, Eyes of Asia, New York, 1917, 1st ed., brown buckram.
 Livingstone, Sealed Book.
 Life and Adventures of Jack Adams.
 Murray (C. A.), Travels in America, 2 vols., 1835.
 McClures Magazine, Feb., 1897.
 Millay (E. S.), Lamp and the Bell, 1st ed., 1921; Few Figs from Thistles, 1st ed., 1920; Renaissance and other Poems, also Japanese volumn ed.; Second April, 1st ed., 1921.
 Nichols, Bayon Triste.
 Poe (Edgar Allan), Conchologists first book, 1st ed., original cloth.
 Riley, New Year's Greeting of the Carriers of the Daily Journal.
 Rhoscomyl, Any books by.
 Sand, Indiana; Valentine: Lelia; The Bell Ringers.
 Tarkington (Booth), Carmina Princetonia; Weners Readings, New York, 1905, No. 34; Literature in the Making, New York, 1917; One Act Plays, New York, 1921; Lords of the House Tops, New York, 1921; Longer Plays, New York, 1922; Short Stories Classics, New York, 1905; Princeton Verse, 1904; Samuel Brohl and Co., by Cherbriliez, intro. by Tarkington, Akron, Ohio; My Maiden Effort, New York, 1921.
 The Nation, Dec. 14, 1921.
 The Little Clay Cart, Harvard Press, a play.
 Twain (Mark), Works, vol. one, Author's National Edition.
 Town and Country, Nov. 15, 1923.
 Twain (Mark), What is Man, De Vinne Press, New York, 1906.
 Turk (M. H.), The Legal Code of Alfred the Great, Boston, 1923.
 Terry, Songs and Chantys.
 Wells, What is Coming, New York, 1916.
 Yeates, Land of Hearts Desire.

Eastern Ave. Bk. Store, 513 Eastern Ave., S. E.
 Grand Rapids, Mich.
 M. Mahon, Palmoni or the Numerals of Scripture; Mystic Numbers, a key to Chronology.
 Greenhill, On Ezekiel.
 Barnes Notes, complete sets.
 Kiel & Delitzsch, Complete or separate vols., T. & T. Clark Ed.
 Oesterley & Box, The Religion and Worship of the Synagogue.
 Schuerer, History of the Jewish People at the Time of Christ.
 Schweitzer, The Quest of the Historical Jesus.
 Sheldon, The Mystery Religions and Christianity.

Edw. Eberstadt, 25 W. 42nd St., New York.
 California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Economy Bk. Shop, 33 S. Clark St., Chicago, Ill.
 The Old Clown's History, John Tryon, New York, 1872.
 Ins and Outs of Circus Life, by John H. Glenroy, Boston, 1872.
 Autobiography of Phineas T. Barnum, published P. W. Rowe, Chicago.
 The Life Story of the Ringling Brothers, Chicago, 1900.
 Sawdust and Spangles, by W. C. Coup, Chicago, 1901.
 On the Road with a Circus, by W. G. Thompson, 1913.
 Circus Memories, by G. Rice and Sons, Los Angeles, 1913.
 The Ways of the Circus, by George Conklin, New York, 1921.
 Four Years in Europe with the Barnum and Bailey Show, by Chas. E. Griffin, Albia, Ia., 1908.

BOOKS WANTED—Continued

Elgin's Bk. Store, 824 Superior Ave., N. E. Cleveland, O.

Campion's Epigrams, Complete translation.
 Bashkertseff, Marie, Journal of, complete.
 FancyDancing, books on.
 Baileys, Handbook, Sta. and Marine.
 Reed, English lyrical poetry.
 American Mercury, Jan. No.
 Wahl-Henius, Am. Handy Book Brewing and Malting.
 Osler, Modern Medicine, vol. 1, 1907.
 Vacuum, books on.
 Housman, The Nativity.
 Twain, vols. 12 and 13, Harper, green.
 Burton, Arabian Nights, vol. 13, grey.
 Cumulative Index, bound, 1913 to 1923.
 Goodrich Great Events in Hist., 1851.
 Darwin, Exp. emotions man and animals.
 McFadden Ency. Phy. Cult.
 Geldart, Man. Architect.
 Allen, Com. Org. Analysis.
 Americana Ency.
 Blackstone Law, 2 vols.
 Book of Knowledge.
 Crane, Four Min. Essays.
 DeCoulevin, On the branch; Unknown Isle.
 Rossini, Dr. Antonio.
 Badeau, Hist. U. S. Grant.
 Haanel, Master Key.
 Beaumont, Motor Vehicles, 1905.
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 Wood, When Virginia was rent in twain, N. Y., 1913; Tragedy of the deserted isle, Boston, 1909.
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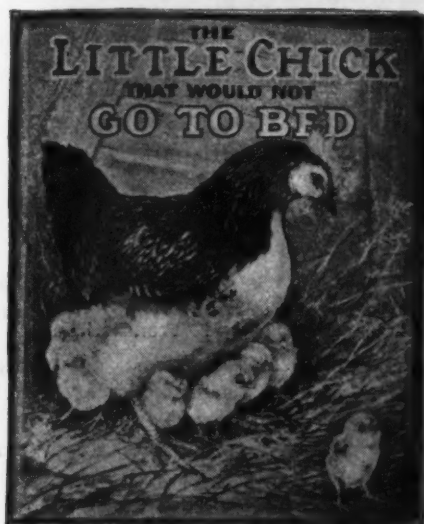
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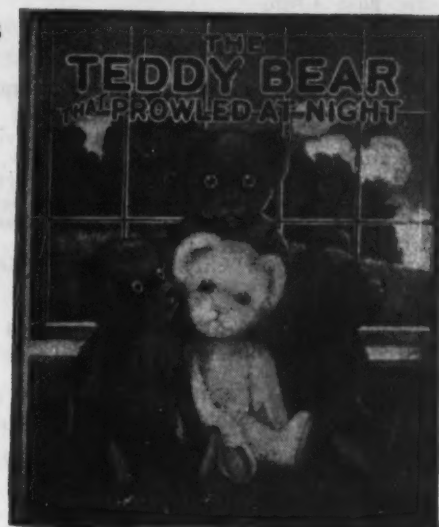
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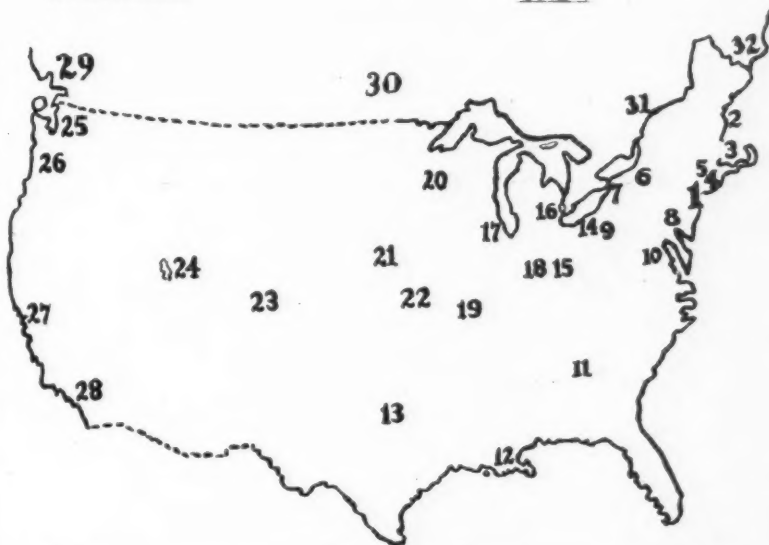
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